

4792

CHEMIST & DRUGGIST

The newsweekly for pharmacy



DELFEN^{*} contraceptive foam



BY SHOWING THIS DISPLAY

What if you don't take "the pill"?
two possible alternatives

Women all over the world find peace of mind with Delfen[®] Contraceptive Foam. Gentle, harmless, easy to apply. Feather-light, almost invisible when used. Always 100% effective. Delfen[®] Contraceptive Foam used with normal care, can be your most reliable alternative when the pill or loop and much more natural for you both.

DELFEN[®]
contraceptive foam
the most natural way to postpone motherhood

Application pack with pessary tip. Inserted & held only. Tip shown as held in by your application. ^{*}Takeout

Take A Pack To The Counter

Following the successful launch of Delfen[®] Contraceptive Foam, the natural, feminine contraceptive, Ortho now strengthen their position with a heavy and consistent promotion campaign throughout 1972. Feature advertisements in the "News of the World" and women's journals reaching over 250 million readers will guarantee increased sales. Your Ortho representative will be calling soon. The Display he gives you can win you two weeks in Sunny Greece!

Plus 10 cash prizes of £10 each—if you display the lucky-numbered Window Sticker. When your Ortho representative calls he will give you details.

^{*}Trade Mark



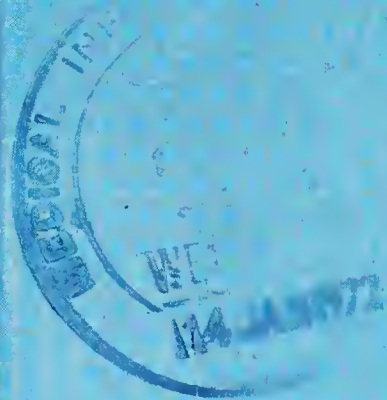
Ortho Pharmaceutical Limited, Saunderton, High Wycombe, Buckinghamshire.

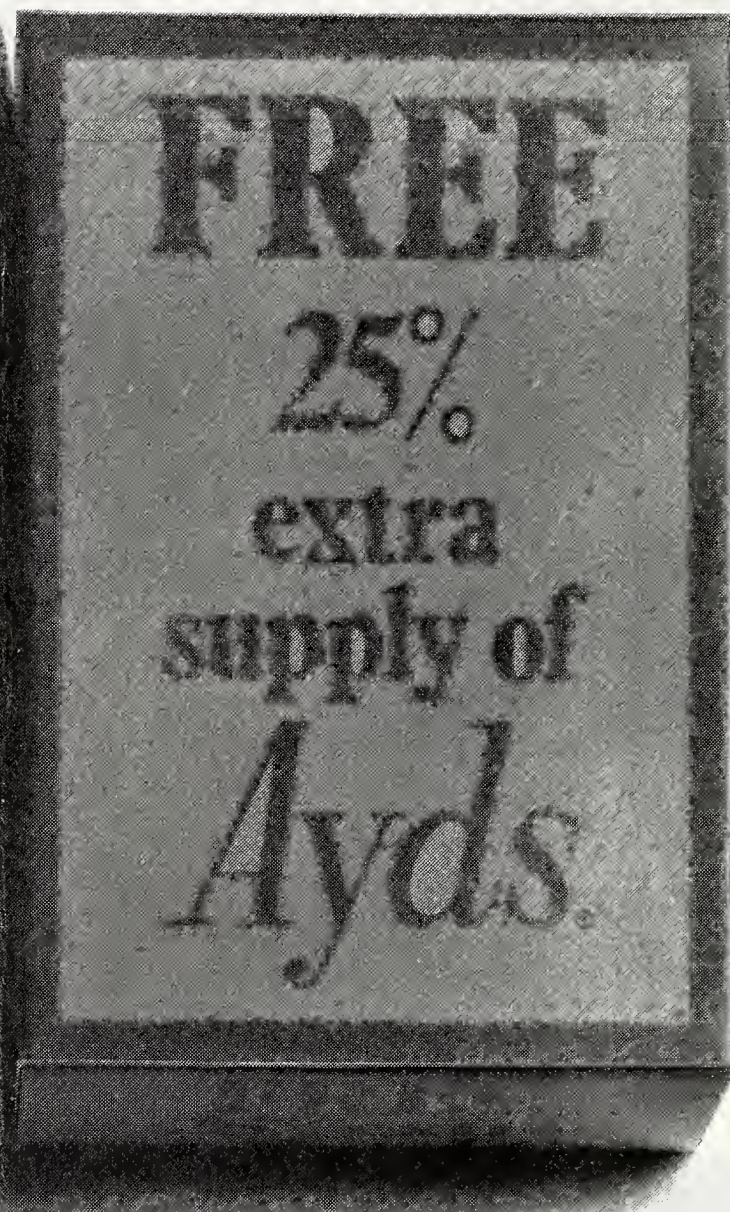
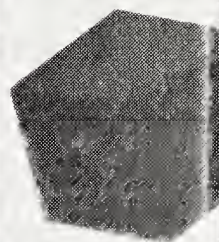
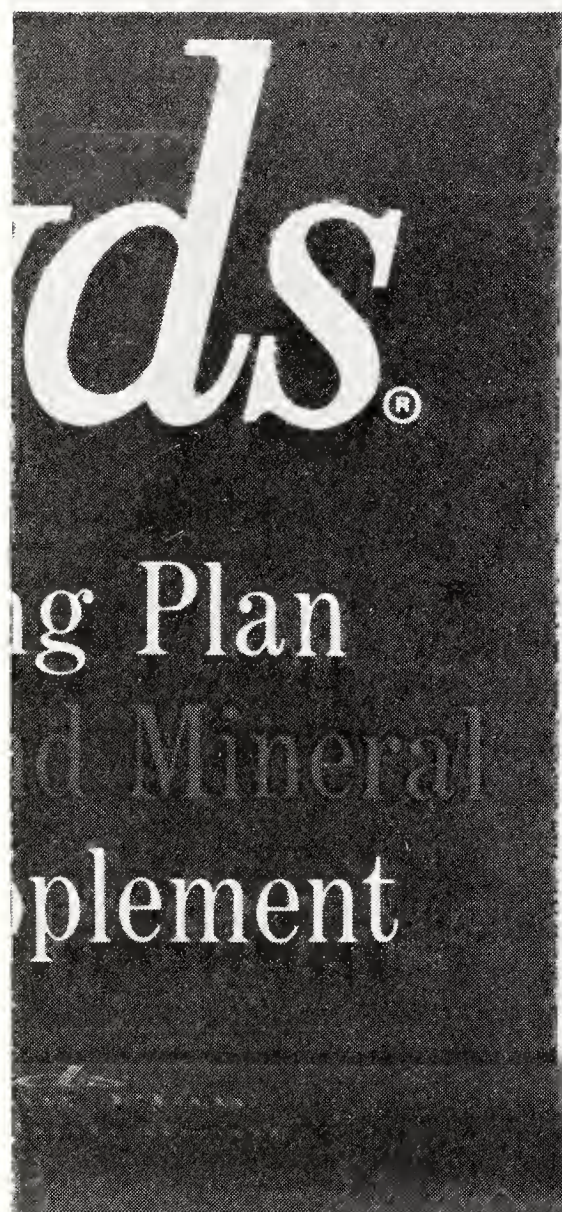
1971 notional
salary up
7 $\frac{1}{2}$ %

Don't join
a union,
says Society

Employment
contracts: the
new rules

Beecham
send out
formal bid





And here's what's in it for you.

*Bonus terms.

Not only are your customers getting more Ayds for their money, you're getting special terms. A case rate equivalent to 12 charged as 11 increases your return to 46% on cost.

*Millions of customers will see...and read...

40 full-page advertisements between now and June.

New slimming success stories will be shown in the following magazines during the peak sales period :

Woman
Woman's Own
Woman's Realm
Woman's Weekly

Woman and Home
Woman's Journal
She
Honey

Slimming and Family Nutrition
101 Easy Ways to Slim
Family Circle
Living

A heavyweight offer for your overweight customers!

Ayds Division of Cuticura Laboratories Ltd., Maidenhead, Berks.

CHEMIST & DRUGGIST

113th year of publication Vol. 197 No. 4792 The newsweekly for pharmacy

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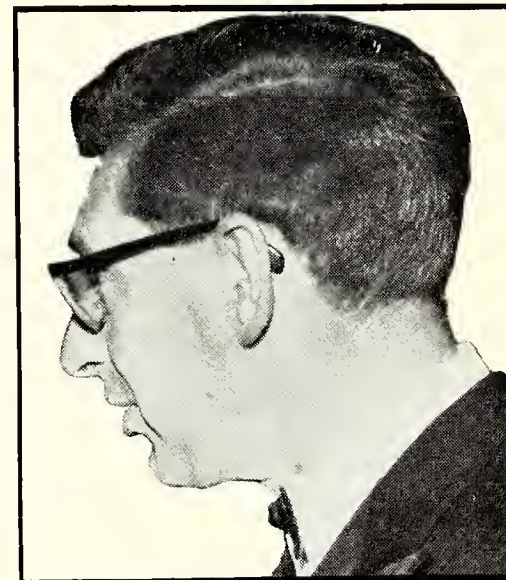
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A Benn Group Journal



Mr K. A. Lees posed some questions about sampling at the January Council meeting of the Pharmaceutical Society of Great Britain (see p 73)

1971 notional salary up 7½ per cent

A notional salary of £2,862 for 1971 for proprietor pharmacists has been agreed between the Central NHS (Chemist Contractors) Committee and the Department of Health.

The figure, which has been used in the forecast balance sheet for 1971, includes an increase of 7.2 per cent on the 1970 salary.

At the time of the offer accepted by the conference of Pharmaceutical Committee representatives in February 1971, Sir Keith Joseph, Secretary for Social Services, said that the 5 per cent increase proposed in the offer would be regarded as an "interim", and that in the latter half of 1971 there would be a review in the light of managers' salaries during the year.

The Central NHS Committee has lodged a claim for a further increase in the notional salary in respect of 1972.

'Experts' named

The names of the "experts" who are helping the two sides in remuneration discussions concerning the profit margin—a concession granted to the contractors' representatives at the time of the last review—have now been released. They are: W. E. Parker, past president, Institute of Chartered Accountants; W. Penfold, director of accountancy services, Ministry of Defence; J. Prys-Williams, consultant economist; Professor Tew, professor of money and banking, economics department, University of Nottingham; L. V. D. Tindale, director and general manager, Industrial and Commercial Finance Corporation; Nigel Vinson, chairman and managing director, Plastic Coatings Ltd.

The experts will consider:

- ☐ What factors are relevant to the determination of the level of profit per prescription and what relative weights should be attached to them.
- ☐ Whether profit can suitably be expressed in terms of a percentage of turnover.

Documents incorporating all the necessary background information and setting out the arguments put forward by both sides were sent to the advisers early in December. Representatives of the Committee, with officers of the Department, will meet the advisers this month to discuss any outstanding points.

'Equivalence' role for pharmacists

A leading medical journal accepted last week that non-equivalence of pharmaceutical preparations should be assumed until absorption characteristics have been demonstrated.

The assertion is made in a *Lancet* editorial which refers to cases where the biological availability of a drug is substantially influenced by particle size or the nature of the diluent, and where a drug's therapeutic ratio is low.

"With this type of drug the use of brand names may be justified", it states, "to ensure that the patient continues to receive the drug in a formulation of proven availability and efficacy."

The editorial contends that while responsibility for assessing biological availability in man may rest with the clinical pharmacologist, it is the pharmacist who has the expert knowledge for evaluating the factors determining this availability.

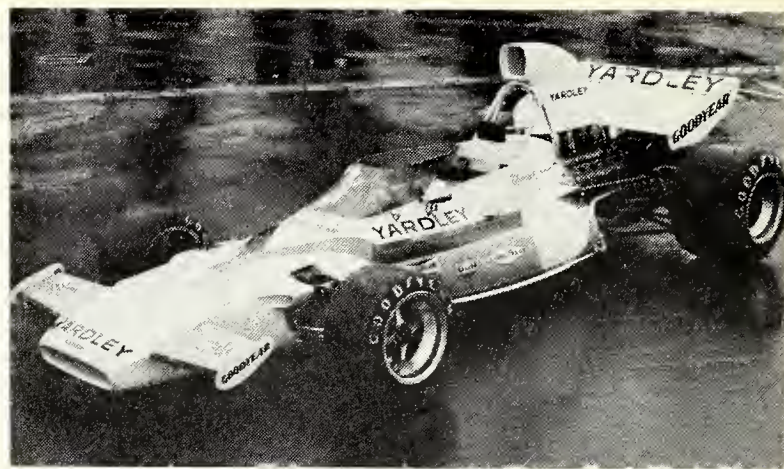
"Furthermore, he has to weigh up the evidence in favour of one preparation or another, and come to a conclusion on their equivalence or non-equivalence."

"The pharmacist will undoubtedly play an increasingly important role in advising doctors on which preparations of a drug should best be used, with particular reference to their biological availability", it concludes.

Nor-adrenaline withdrawn

Astra Chemicals Ltd have withdrawn from the production and marketing of all local anaesthetic preparations containing nor-adrenaline. A notification, effective from January 3, has been sent to hospital pharmacists and dental product dealers.

Astra made the announce-



One of the Yardley/McLaren racing cars

ment "in view of the mounting clinical evidence against the use of nor-adrenaline" with local anaesthetics.

They list problems of increased blood pressure in patients on tricyclic antidepressants, the risk of cyanotic areas giving rise in some cases to necrosis, and reactive hyperaemia resulting in a risk of post-operative bleeding.

As an alternative to their lignocaine/nor-adrenaline cartridges Astra are now supplying Citanest/Octapressin cartridges at the same price. The injection contains in each ml prilocaine hydrochloride 3 per cent and Felypressin 0.03iu.

Yardley's motor racing boost

Sales of Yardley men's toiletries have risen over the past 12 months by some 40 per cent. They attribute a large proportion of the gain to their association with motor sport and have, therefore, decided to double their advertising budget for men's products in the coming year and have signed an agreement sponsoring the McLaren motor racing team in Formula 1 races.

The agreement covers three years racing throughout the world. New cars have been designed and will be driven by Denny Hulme who has a long record of successes in racing, and Peter Revson, an American who was extremely successful in 1971 and is nephew of the founder of Revlon.

Exploiting their investment in motor sport sponsorship Yardley are to offer additional products in the Black Label range. These are to be launched on the motor racing theme at the end of April.

More promotions are planned through 14,000 retail outlets, including a big consumer competition with prizes in the form

of racing tuition. Also to be repeated on a larger scale is a competition to find Britain's most attractive motor racing fan. The prize will be a holiday trip for two taking in one of the major overseas Grands Prix.

On race tracks, Yardley will expand their selling and sampling activities, using their own staff in smart new uniforms.

There will be new car stickers, new advertising, T-shirts, driving coats, posters and other promotional items.

Curbing the shoplifter

The problem of the police not being prepared to take on the expense and trouble of prosecuting a shoplifter when items of low value were involved was raised by Mr T. D. Astill of the National Pharmaceutical Union at an anti-shoplifting symposium in Bristol on January 11.

Mr Astill told the gathering that NPU members had been reporting such difficulties to headquarters.

In reply to his question of how to persuade the police to proceed in such cases senior Bristol police officers said that better liaison with the police forces involved might bring better results. In Bristol, if the evidence was strong enough, they would always prosecute.

A considerable drop in the shoplifting rate in the central area during an experiment using deterrent devices such as convex mirrors and closed circuit television in selected shops was announced at the symposium, which was organised jointly by the Bristol Chamber of Commerce and the City Police.

The meeting included representation of large and small retail organisations, the police, educationalists, doctors, trade unionists and members of the security industry.

'Don't join a union' says Society

The Council of the Pharmaceutical Society has decided in principle to apply for entry in the special register created under the Industrial Relations Act.

The date of application for registration has yet to be decided. In the meantime members are being advised to defer applying for membership of any existing trade union until the Council has had the opportunity of clarifying the Society's position.

Discussions have been held with the Association of Professional Scientists and Technologists (APST), and with the Registry of Trade Unions and Employers' Associations.

At its January meeting, Council decided to consider in February the desirability of encouragement being given to the promotion of a new trade union for pharmacists.

Credit cards policy reversed

Pharmacists will no longer be advised by the Pharmaceutical Society that they should not take part in bank credit card schemes.

That was recommended by the Ethical Committee following a request from the secretary of the NPU Group that the policy should be reviewed in the light of present-day trading. He had also noted that a group of three major banking houses had set up a new company to handle a joint credit card system.

The main objection to credit card schemes had been the publication of pharmacists' names in limited lists. As such lists are now rarely published, and the public has accepted credit card facilities, Council decided to change its policy.

New anaesthetic

Glaxo report a new British development that may prove "the safest, most pleasant for the patient and most effective known intravenous anaesthetic".

Known as Althesin, it stems from Glaxo's involvement in corticosteroids—but overcomes problems of previous steroid anaesthetics.

Althesin, within a minute, induces smooth anaesthesia suitable for the introduction of inhaled anaesthetics, or alone for shorter operations.

The product is scheduled for marketing later this year.

Approval of 'registration' establishments

The Pharmaceutical Society of Great Britain has taken the first steps in drawing up a list of establishments in which pharmacy graduates may obtain their pre-registration experience.

Under the Society's new bye-laws, section XX(4) to (15), a period of pre-registration experience will only be acceptable if undertaken in a pharmaceutical establishment approved for this purpose.

Registered pharmaceutical chemists who wish to apply for the approval of one or more general practice pharmacies, a hospital pharmaceutical department, more than one pharmaceutical department within a hospital group, or a pharmaceutical industrial establishment, are invited to write to the secretary and registrar for application forms and explanatory booklet.

Applications should be made as soon as possible, to permit the approval procedure to be completed before June 1, when the new requirements will be implemented. They should be addressed to: the secretary and registrar, Pharmaceutical Society of Great Britain, 17 Bloomsbury Square, London WC1A 2NN, and marked pre-registration experience.

'Dangerous' tooth brush

A musical toothbrush for children came in for criticism in the BBC television programme "Braden's Week" last Saturday. It was shown to be easily breakable and, on breaking, to present sharp edges.

As a result of the programme, Jackel & Co Ltd, who make the Tommee Tippee chiming toothbrush, stated this week that the product shown was not theirs.

In appearance, say Jackel, the toothbrush exhibited was identical to the Tommee Tippee design, but was in fact a cheap inferior imitation.

They remind stockists that each item in the Tommee Tippee range bears the maker's guarantee.



Items from the drug jar collection to be sold at Sothebys on January 18 (see story below): above, two of the 13 jars bearing the same initials; below, the heart-shaped pill slab and bear's grease pot

Sale of drug jar rarities

The delftware drug jar collection of Mr Dan Clare, MPS, Cranleigh pharmacist who died last year, is to be sold at Sothebys on January 18.

Although several items were used to decorate his shop, the more valuable pieces in recent years had been locked away, among them a rare heartshaped polychrome pill slab, which is expected to raise well above £2,000, despite imperfect condition. Painted in yellow, ochre and blue, the tile bears the arms of Charles II, dated 1664 and inscribed with the initials NB, suggested by L. G. Matthews in "Apothecaries Pill Tiles" to stand for Nathaniel Bateman, who was admitted to the freedom of the Society of Apothecaries in April 1653.

A further unusual feature of the collection is that 13 jars come from one set, dating from between 1680 and 1684 and initialled IG, indicating they were made for the same apothecary. The two illustrated here, of Lambeth delft are decorated with the English design known as Angel-with-outspread-wings, which was introduced about the time of the Restoration and continued until the end of the 17th century and possibly longer.

But that should not be confused with the cherub design, also to be seen on part of the collection. The majority of jars carrying such decoration were made in the 18th century, although the first few were in evidence during the last decade of the 17th century. There is one similarity between the two, however, which is the scrolled, inscribed cartouche.

Also rare is a charming Lam-



beth delft bear's grease pot, painted with a blue bear and standing only 1½ in high. It is believed that the wording Vickery Bishop's Gat. Str. & Tavistock Str. represents William Vickery, who was a perfumer at The Rose, 119 Bishopsgate Street and who, in 1785, published an affidavit sworn before the Lord Mayor in order to assure the public of the genuineness of his product.

In total Mr Clare's collection numbers over 30 pieces, which should realise a considerable sum.

International Pharmacy Management

The first international-pharmacy management conference organised by the Institute of Pharmacy Management, is being arranged at the Bedford Hotel, Brighton, Sussex, from Sunday, April 30 to Friday, May 5.

The conference, which will be held in conjunction with visits to academic, hospital, industrial, retail and wholesale pharmaceutical establishments and with an exhibition of pharmacy management aids, will be open to all pharmacists, whether members of the Institute or not.

Papers by overseas delegates

A total of ten conference papers, submitted by delegates from Canada, Denmark, France, Holland, Ireland, New Zealand, Norway, etc, will be discussed, their subject-matters varying from the "Development of pharmaceutical research" or "International accounting and inter-firm comparison" to "Pharmacy and the Common Market" and covering a variety of problems specific to certain countries or to pharmacy generally. The Conference sessions will be chaired by the president of the Institute, Professor J. M. Rowson, and by Professor A. M. Cook, Dr J. C. Parkinson, Professor A. R. Rogers and Professor R. F. Timoney, vice-president of the Institute. An additional programme is arranged for overseas members attending the conference, who will also visit the pharmacy division of the Department of Health and the headquarters of the Pharmaceutical Society.

A programme of social activities is planned for non-pharmacists, while all members of conference will be received by the mayor of Brighton at a civic reception. The conference banquet will be attended by Mr Michael Alison, Parliamentary Under Secretary at the Department of Health, Mr D. F. Lewis, secretary and registrar, Pharmaceutical Society of Great Britain and Snr Antonio Valls Julia, president of the Pharmaceutical Society of Barcelona Province.

A registration fee of £5 is payable on application, and an inclusive conference fee of £50 per person is payable four weeks before the date of the conference. The fee for pharmacists not requiring overnight

stay is £30; day tickets and banquet tickets are also available separately (£8 each). Application for reservations should be addressed to: The Administrative Secretary, Institute of Pharmacy Management, 42 Rufford Avenue, Bramcote, Beeston, Nottingham NG9 3JH.

Pharmacists as advisers

Mothers with children suffering genetically-determined, permanent diseases find pharmacists the easiest people "to have a helpful chat to".

The fact is revealed in a survey on the psycho-social aspects of such diseases, being carried out by a PhD student under the guidance of Dr Morrice McCrae, who is consultant physician, Edinburgh Royal Hospital for sick children and senior lecturer in child life and health, University of Edinburgh.

Dr McCrae, who addressed a Pharmaceutical Society meeting in Edinburgh recently on "coeliac disease," said that the group of diseases which were included in the survey were distressing, and the mothers needed constant social and emotional support. They were in need of someone with whom they could have an understanding and intelligent conversation about the child's illness.

He had wanted to find out from where the mother got such support and which professional group she turned to.

Dr McCrae was surprised to find out that it was pharmacists whom they most often talked to and was "a little disappointed" to find that hospital paediatricians only came third in the list, despite their interest in the diseases. He said that before the survey he had no idea of the importance of pharmacists from that angle.

The two most important questions coming from people with coeliac disease were; how long had they to go on with dietary treatment in order to be completely well; and what would be the consequence, if they did not have adequate treatment, because they found the diet impossible.

To the first question, Dr McCrae said, the only reasonable answer at present was that the diet should be permanent. Although there were possibly some patients whose abnormality was only temporary, there were no means available to determine which patients could recover.

Now Boots bid for Glaxo merger

A Merger of Boots and Glaxo is proposed in the latest move in the battle for Glaxo.

The directors of Boots Co Ltd and Glaxo Group announced on Wednesday that studies have been in progress for some time aimed to merge Glaxo and Boots, and these studies have now been finalised. It is proposed that the merger be implemented by means of offers to be made by Boots for the whole of the share capital of Glaxo.

The terms are subject to the usual conditions and the approval of Boots' shareholders to the necessary increase in the Boots' authorised share capital.

The directors of Boots and Glaxo state they are unhesitatingly of the opinion that the merger of the two groups would be "advantageous and desirable and the terms are fair and reasonable" to shareholders of both companies. The directors of Glaxo strongly recommend shareholders to accept, and say they intend to do so in respect of their own holdings.

Shareholders of Glaxo Group have received the formal offer from Beecham.

The terms of the offer remain unchanged from those previously announced except that the formal documents also incorporate an offer for the Preference capital of £0.40 in cash for each 6 per cent cumulative preference unit of £0.50 of Glaxo.

Beecham delayed sending the details pending a decision of the Department of Trade and Industry on whether to refer the proposed merger to the Monopolies Commission.

The Department announced at the end of last week that it was not proposing to make such a reference. Sir Ronald Edwards (Beecham's chairman) tells Glaxo shareholders that the Glaxo name would be incorporated in the name of the enlarged group and board representation would be offered to Glaxo.

The Beecham offer, he says gives Glaxo stockholders:

- ☐ An increase of 16.8 per cent in market value (£0.61½ per stock unit)
- ☐ An increase of 20.5 per cent in gross annual income and
- ☐ About 39 per cent of the merged group (assuming full conversion of all convertible

COMPANY NEWS

capital).

Commenting on the market price of Glaxo stock at £4.58 whereas the Beecham offer was £4.20 Sir Ronald said on Monday: "Since the bid was made we have seen nothing and learned nothing to justify an increase in our bid".

Glaxo's chairman, Sir Alan Wilson, said at Glaxo's annual meeting last month that the board had no intention of "giving ammunition for the opposition" and "Glaxo would develop its arguments in detail at the appropriate time". Glaxo Group are expected to send out a detailed rejection document shortly and may develop their arguments without giving a profits forecast for 1972-73. Meanwhile they took space in the national Press asking Glaxo shareholders not to accept the offer which is due to close on January 31 but may be extended up to March 10.

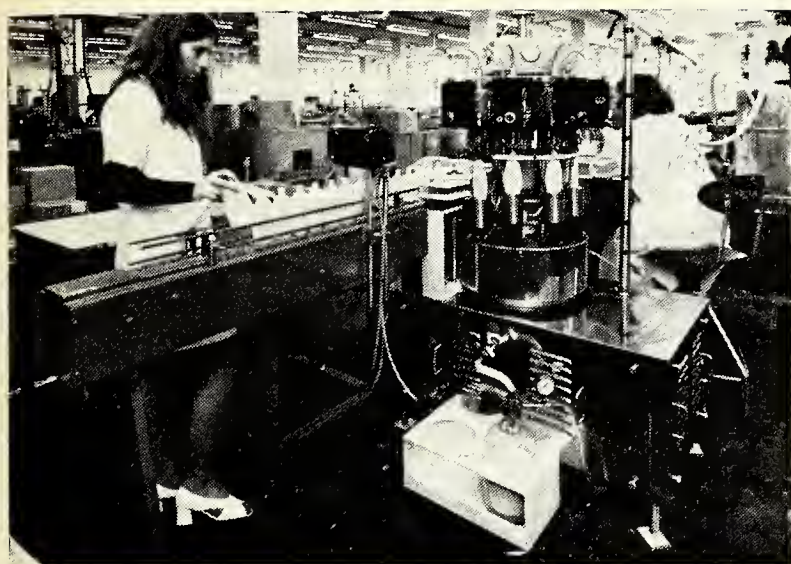
Winthrop expansion plan

New quality control and research and development laboratories and enlarged sterile manufacturing facilities at the Winthrop Laboratories plant at Newcastle-upon-Tyne are included in a £2½m investment programme announced by Sterling-Winthrop Group Ltd.

Output of the company's sterile products department which was built in 1967 with a projected capacity of 9 million ampoules per year has soared to 21 million units by 1971.

Expansion plans provide for new packing and light inspection facilities as well as a new area for ceramic printing of ampoules. On completion of the expansion plans the department will have a capacity of about 36 million units per year.

The new laboratory facilities for quality control and the



A new filling machine now in operation at the Yardley Basildon factory is the Sensfilmatic which fills at the rate of approximately 60 containers a minute. The machine, seen here filling polythene bottles with Yardley hand cream has an automatic sensing system attached to a standard rotary filler.

Sterling-Winthrop research division are being built in space previously used as offices. The largest project in the investment programme is a new production block and office building at the Group's Hilton-Davis Chemicals plant.

Smith & Nephew computer link

Smith & Nephew Associated Companies Ltd have linked a computer in their manufacturing complex in Hull to another, bigger computer in Birmingham to control its raw materials inventory. A similar computer worth £30,000 has just been installed by Honeywell Information Systems for the six selling companies in the Smith & Nephew group based at Welwyn Garden City, Herts. This computer will also be linked to the Birmingham machine.

Dixons to buy Wallace Heaton

The photographic business of Wallace Heaton Ltd which had its origin in a shop opened by a Yorkshire chemist in 1839 is to be taken over by Dixons Photographic Ltd for £920,000. An announcement that this had been agreed in principle came in the half-year figures for Dixons which reported pre-tax profits up 84 per cent to £1.24m.

A disclaimer from Deeside

Graesser Salicylates Ltd state that some confusion seems to have arisen as a result of the recent closure of R. Graesser

Ltd, Sandycroft, Deeside, Flint. In spite of the similar address it is emphasised that R. Graesser are in no way related to Graesser Salicylates Ltd, who occupy two sites, at Sandycroft and Pentre, Deeside, Flint and who "continue to expand their manufacturing operations completely undisturbed by the turn of events".

LRC growth continues

Profit, before tax of LRC International Ltd for the six months to September 30, 1971, was £2,226,000 including results of the Haffenden Richborough Group acquired in May 1971. In the corresponding period of 1970 the figure was £1,906,000. The directors expect the full-year profits of the original LRC group to beat the previous year's £4,191,000.

In brief

Smith & Hill (Chemists) Ltd: The Company's Nottingham warehouse has been acquired by the Corporation in connection with a re-development scheme and closed on January 1. As a temporary measure Smith & Hill's depot at Surrey Street, Derby (telephone: Derby 40526), will be supplying Nottingham customers.

Manbre and Garton Ltd: Turn-over rose 12.7 per cent in the 52 weeks ended October 2, 1971 to £48.5m and profits before tax were up 15 per cent to £2,511,000. After tax attributable profit was £1,582,000 (against £1,334,000).

Mr John Rafferty has closed his pharmacy in South Great George's Street, Dublin, to open at Cornelscourt, Dublin.

KARU-SELL money spinner

A roundabout way of increasing your profitability

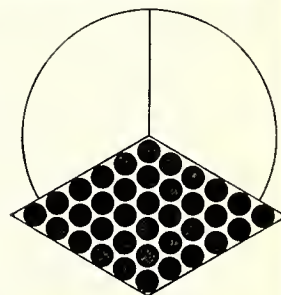


Diamond shaped shelves, exclusive to KARU-SELL, achieve easier merchandising, better visibility than conventional circular types.

KARU-SELL provides 41½ sq. ft. of impact display in only 8¼ sq. ft. floor area.

Outstanding features include: ☐ Complete 'castor' mobility. ☐ Fully rotary. ☐ Shelves adjustable for height and slope. ☐ Tumble and binning display facilities. ☐ Glass risers, sub-dividers, front retainer bar, chrome grills. ☐ Ticket rails. Three-way commodity indicator. ☐ Pegboard panels.

Another 'winner' by Showrax, manufacturers of Eureka Instore Display Equipment.



To: KARU-SELL DIVISION, SHOWRAX LTD., TOWER WORKS, NORTHFLEET, KENT. Tel: No. GRAVESEND 60671 (10 lines)
Please supply me with further details of revolutionary Karu-Sell
NAME _____

COMPANY _____

ADDRESS _____

Tel. No. _____

KC/172

Now our existing products are even better value than before...

**40%
EXTRA FREE**



40% more hairspray for the same price! That's the special promotion we're running for 2 months from 1st January on "normal" and "hard-to-hold" standard and large sizes. Terrific value – terrific sales builder!

**25%
EXTRA FREE**



25% extra Get Set hairspray in the standard can! And not a penny on the price. Have plenty in stock to meet the demand.

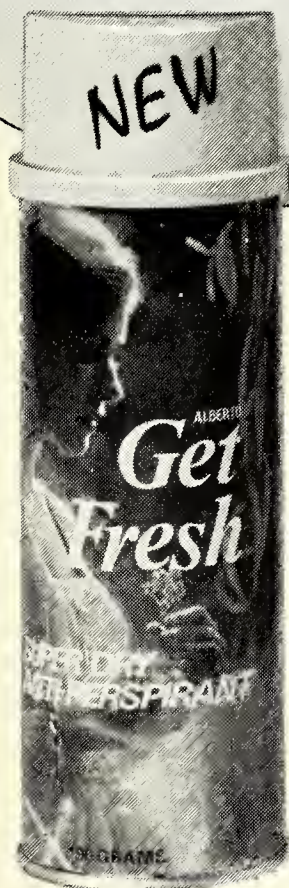
**10p OFF THE
NEXT CAN**



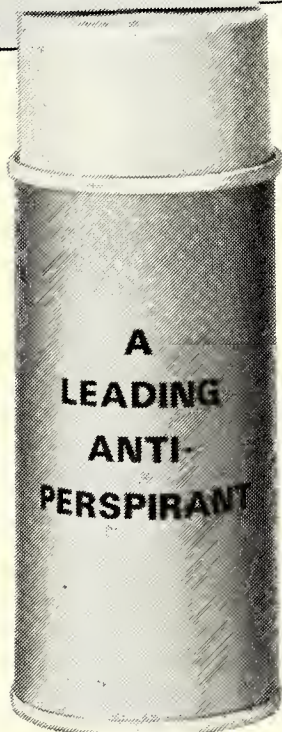
Each giant-size can of Get Set carries a special on-pack coupon. It's worth 10p off the price of your customers' next purchase of giant-size Get Set. So you get the benefit from *both* sales!

And our new ones far better value than the competition

**SAME RSP!
BUT NEW
GET FRESH
GIVES 46% MORE
PROTECTION**



190 grms at 44p



130 grms at 44p

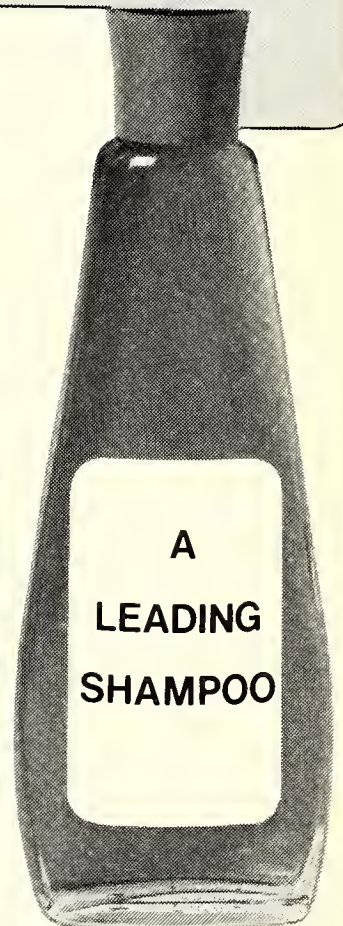
46% more product than the leading anti-perspirant – at the same price! That's new Get Fresh. And it's every bit as good in quality too. Guess which one your customers will go for!

**NEW GET SET
SHAMPOO GIVES
THE SAME
HIGH QUALITY
AT A FRACTION
OF THE COST**



560 cc at 45p

0.9p per shampoo



125 cc at 27p

2.2p per shampoo

The first top quality shampoo in a giant pack! And what value! Less than half the price per shampoo than the leading brand. Big value for your customers, big sales for you! Three best-selling varieties: Lemon Shampoo (for greasy hair) Herbal Shampoo (for normal hair) Protein Shampoo (for dry hair)

Stock the big-value range from Alberto Culver

Alberto Culver Company, Culver House, 44-46 Newington Causeway, London S.E.1. Telephone 01-407 1623

Appointments

Phillips Yeast Products Ltd have appointed Mr A. P. Tuck their sales manager.

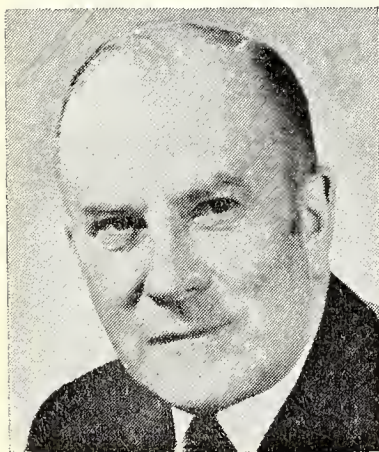
International Chemical Co Ltd have appointed Mr John Vale their director of sales. Mr Vale joined the company as sales manager in May 1971.

R. D. Harbottle (Mercantile) Ltd have appointed Mr R. A. Collard manager of their pharmaceutical chemical department.

Institute of Pharmacy Management: Dr T. G. Booth has been re-elected chairman of the Institute of Pharmacy Management and Mr A. G. Mervyn Madge, vice-chairman for 1972. **Jean Sorelle Ltd:** Mr P. M. Emberton has been appointed sales manager; Mr H. K. Osborne, representative for south and central Wales and the western counties; Mr T. Kennar, representative for the southern counties and Mr P. A. Lovatt, for the London postal districts.

Boots Co Ltd: Mr Kenneth H. Harper, FPS, director in charge of production and a member of the parent board since 1959, has retired after 38 years' service. Mr A. G. S. Wilkes has taken over production and kindred responsibility, and Mr A. D. Spencer has assumed responsibility for retail merchandise and sales promotion. Mr H. J. Hann is appointed retail merchandise controller and Mr P. H. Van Oss, head of sales and merchandise services.

May and Baker Ltd: Mr E. V. Thomas, FPS, has been appointed managing director. He joined the company in 1934 and became a director in 1956 when he took over responsibility for all overseas sales establishments. Mr N. Chancellor has been appointed director of sales (specialities) and Mr F. G. Paddle, director of sales (chemicals and plastics).



Shulton Inc., Clifton, New Jersey, USA, have appointed Mr Geoffrey Sladden (managing director, Shulton (Great Britain) Ltd), their vice-president and regional manager for Europe. Mr Sladden will continue as managing director Shulton (Great Britain) Ltd and his European operation headquarters will be located in London.

PEOPLE



Mr P. King, MPS, has retired from Eucryl Group Ltd, of which he has been managing director since 1955. Mr King has also resigned his position of assistant managing director of Sanitas Trust Ltd, with which Eucryl Group were amalgamated following the takeover of Sanitas by LRC International, which is the parent company of the Eucryl Group.

Mr King started his pharmaceutical career with Evans Sons, Lescher & Webb Ltd (now Evans Medical), later moving to Wright Layman & Umney and Meggeson & Co Ltd, of which he was sales manager before taking up his appointment with Eucryl in January 1954.

Deaths

Brown: Recently, Mr Alan Grahame Brown, MPS, formerly of 77 Fitzjohns Avenue, London NW3, aged 58. Mr Brown qualified in 1936 and at one time was Labour member of Parliament for Tottenham, London.

Hunter: Recently, Mr Alfred Henry Hunter, MPS, proprietor of Hunters Chemists, 39 Standishgate and 57 Kenyon Road, Wigan, aged 69. Mr Hunter qualified in 1924 and entered his father's business in Market Place, Wigan.

Topical reflections by Xrayser

Hours of service

The question of out-of-hours service has again been raised following an incident over the Christmas holiday period. Rota attendances are available in most towns, and it is not unusual for the local pharmacist to be alerted in emergency. I have never known a request for such service to be refused.

It may be felt that the present arrangements do not meet every situation, but I think it is necessary to keep a sense of proportion. Is, for example, the only pharmacist in a village community to remain, depending on the season, tied either to his arm-chair or his deck-chair? The generation before mine has told me of "night-attendance" which necessitated a member of staff spending the night on a couch in the rear of the pharmacy ready to answer a ring at the door-bell. (The reward was two hours off for breakfast before commencing a normal day's work.)

In my own early experience, Sunday attendance—I like the word "attendance" in that connection—involved three separate journeys to and from the pharmacy, and on numerous occasions not a solitary person was seen. One left for home on Sunday evening in time to meet hordes of people returning from a day at the seaside or on the river, all looking bronzed and well. At that time every pharmacy stood to the ready. There was no thought of the more sensible arrangements of the rota which are now in being.

A planned pharmaceutical service would no doubt give the matter the most detailed consideration, but from the small number of complaints—not all of them justified—it does not appear that facilities are totally inadequate.

Strong drink

Despite the large increase in the extent and variety of alcoholic beverages over the festive season there are, it seems, still some people who prefer something of a milder nature. I have experienced a renewed and increasing demand for what I think is now officially known as unsweetened gingerade concentrate.

Somehow the name does not seem to have caught the public fancy, and they obstinately insist on having Ginger Wine Essence. Unfortunately, round about Christmas, there does not seem to be leisure enough to discuss with them the fact that the liquid is not a wine, nor is it an essence, though I am tolerably certain that it still contains ginger. But the public is not to be put off with official pronouncements in regard to descriptions of goods. It asks for ginger wine essence and it knows what it is getting and what to do with it.

And in the time of that earlier generation to which I have already referred, the pharmacist made his own, with gingerin, capsin, glycerin, tartaric acid and syrup—and packed and sold a four-ounce bottle for 4½d (ie about 100ml for about 2p!).

Variety

The book from which I gathered that information is of the kind that every pharmacist, assistant and apprentice kept, with formulas of infinite variety, from "improved" hair tonics to metal polishes; from violet ammonia to crystallised brilliantine; from uncakeable salt to fever drops. And, tell it not in the Min of Ag, a milk preserver containing formaldehyde. A veritable treasure-house!

NOW
meet
your open prescriptions
for
METHYLDOPA
with Dopamet*

DOPAMET, 250mg. yellow film-coated
tablets, in containers of 250 and 1,000.

Ask your BERK Representative about
our very competitive prices and parcel
discount terms or write for further
information.



BERK PHARMACEUTICALS LIMITED
GODALMING & SHALFORD, SURREY
Telephone Godalming 4191

NEW PRODUCTS AND PACKS

Over-the-counter medicinals

Junior Lem-Sip

Following upon the success of their brand leader Lem-Sip, the pharmaceutical division of Reckitt & Colman, Dansom Lane, Hull, Yorks, is introducing a new Lem-Sip product to treat children under six—Junior Lem-Sip.

The active ingredients are the same as those of Lem-Sip but in reduced dosage specifically for children. Each sachet contains a measured dose for a child aged 3-7.

The Junior Lem-Sip carton contains 8 sachets (£0.20). Dosage: children 3-7 years, 1 sachet; 8-12 years, 2 sachets. Junior Lem-Sip will be supported by television advertising.

Dental care

Punch and Judy repackaged

Reckitt & Colman toiletries division, Sunnysdale, Derby, have repackaged their Punch and Judy children's toothpaste with three objectives in mind—

- ☐ To increase further display impact;
- ☐ To maintain the high brand awareness in a changing market;
- ☐ To make the product's visual appeal even more attractive to children and their mothers.

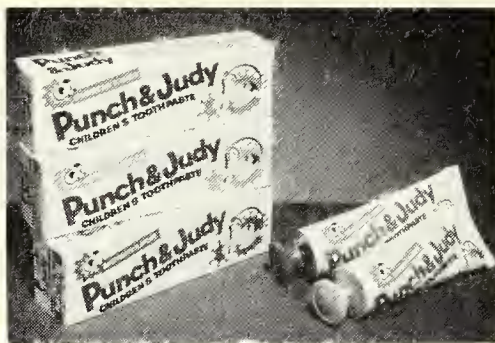
The new pack uses a colour identification on the carton as well as on the tube to distinguish the three flavours—strawberry, raspberry and orange—which are also identified by their colour.

A newly-stylised Mr Punch and Toby Dog are featured on the front of the pack, while other famous characters, like Croc, are featured along the side—strip cartoon style—in a colourful reminder to parents and children of the necessity to brush teeth regularly.

Household

The 'sly fly killer'

Stiletto, the "sly fly killer" (£0.93) is Rentokil's latest device to fight the fly in 1972. Rentokil Stiletto gradually releases dichlorvos insecticide and is highly effective against all kinds of flying and crawling



insects. Its design is revolutionary, since it can be adjusted up or down to suit the size of the room.

The dichlorvos insecticide is slowly released through the holes of the inner canister, and there are five rows of holes

when the outer cylinder is fully opened up. Rentokil Stiletto can stand or hang and can be completely closed down when not in use. Its active life is four months or more. Fully extended it will control insects in a room 18 x 10 x 8ft. Close the Stiletto down for smaller rooms.

Heavy advertising will start in May in *Good Housekeeping*, *Woman & Home*, *Homes & Gardens*, *Ideal Home*, *Family Circle Woman*, *Woman's Own* and *Reader's Digest*, and run right through the season into September.

Rentokil Stiletto is manufactured in Holland by NV Philips-Duphar of Amsterdam and Rentokil Ltd, Felcourt, East Grinstead, Sussex, are the sole distributors in the United Kingdom.

Photographic

Ilford safelight filter

Now available is the new Ilford safelight filter 915 LR, the LR standing for light red. This filter has been particularly designed to provide safe working conditions when using Ilfoline and Ilfolith materials and directly replaces the 900 BR Safelight Filter.

The 915 LR will be stocked as "clear" only, ie, without diffuser; safelights with diffusers will be available to order in up to four weeks. Further information can be obtained from Technical Service, Ilford Ltd, Ilford, Essex.

Developments in price marking

Hypermarkets, often dealing with a minimum of 200,000 customers a month, and having more than 30 check-out points, are a feature on the Continent.

The size of the stock imposes a pricing problem and with an eye to the future as well as to the present requirements of retail pharmacies, two companies have introduced new price marking systems.

A system that is claimed to label over 100 items in a minute at a cost as low as 1/100th of a penny comes from Norprint Ltd, Horncastle Road, Boston, Lincs.

The system is based on lightweight Nor machines operated with an easy, one-handed action.

Both the Nor 5 and the Nor 7 machines are made of tough thermoplastic, virtually maintenance free, and are simple and positive to load. A single machine costs £15.50 and 10,000 labels will be given free with every machine ordered before February 28, 1972.

Labels for the Nor system can be supplied pre-printed with the user's name and address at no extra cost. Special security cuts in each self-adhesive label make them fraud proof, and the labels in rolls of 1,500 are in six colours and white.

The Nor 5 prints five characters in bold type and the Nor 7 prints seven characters in medium type, giving clear price marking with the added facility of a simple, inbuilt stock control code if it is required.

With the use of coloured labels, the Nor system can provide a complete pricing and coding system with one machine.

The Dymo Organisation have had wide experience of European retailing trends

and their UK Division, Pier Road, Feltham, Middlesex, this month introduced the Meto price marker range. Their new machines have now become the brand leader in terms of labelling systems on the Continent.

With their Impact Labellers Meto offer a variety of labelling that can be adapted to the needs of large and small retailers. Their experience of Continental enterprises has ensured the labellers are well designed, tough and reliable.

Department coding, product coding, date of receipt coding can be included on the price label and there is no doubt that when VAT is introduced in the UK if it is necessary to classify the goods according to the rate of tax they attract then that can also be indicated.

A unique aspect of the Meto service is the promise that if for any reason whatsoever during the first year of use an Impact Labeller should be broken or fail to operate it will be repaired free of charge and a stand-in labeller provided to tide the retailer over the repair period. Meto estimate that the cost of operating the Impact Labeller will not be more than £0.50 a week.

Currently the Meto organisation in Sweden is negotiating with the retail pharmacists' organisation and they anticipate shortly to have completed an order for the Meto 80 Impact Labellers.

The Meto range consists of six models. The two which the manufacturers believe will be of most interest to pharmacists are the M80 and M85, both of which take standard size labels and cost £37.90.

TRADE NEWS

Reorganisation at Gray Products

Gray Products Ltd, Eastbourne, Sussex, have now been reorganised to carry out simultaneously two separate marketing activities. The first is the continuation of the Dorothy Gray cosmetics franchise, strengthened during 1972 by increased advertising, intensified point of sale activity, and carefully selected new product launches.

The toiletries division of Gray Products Ltd will function independently and its operations are planned without any franchise restrictions. The new venture is being geared to three major growth areas within the market sphere headed by Perfemina intimate cosmetic, an entirely new vaginal deodorant containing an antiperspirant yet without hexachlorophane and in a choice of two perfumes. The company intend to spend twice as much as any previous advertiser in this field, using television and the cinema.

Satura moisture cream and lotion are being offered in completely re-designed packs and contrasting to current trends, pack sizes are increased whilst prices have been reduced dramatically. These have been achieved whilst maintaining the formula unchanged. The third area of the toiletries division activities concerns Midnight perfume. A restricted range of packs is to be made available for wide distribution and details are to be announced later this year.

Lemon flavour Sanatogen

A new pack of Sanatogen nerve tonic with a lemon flavour is being introduced by Fisons Ltd, Pharmaceutical Division, Derby Road, Loughborough, Leicestershire, LE11 0BB. The terms for this new pack are the same as for the original Sanatogen powder.

Pack alteration

Sandoz Products Ltd are now issuing dihydroergotamine parenteral solution in packs of five 1ml ampoules (£0.45). The six 1ml pack is discontinued.

Re-formulated and repackaged

Derbac, the anti-infestation range of products, has been re-formulated to combat the increasing lice epidemic now prevalent in the United Kingdom. This re-formulation has been carried out to help the health authorities' growing concern with a strain of lice that has developed a resistance to the classical DDT and gammexane treatments.

Derbac liquid, which has a good skin compatibility, contains malathion, and may be left on for 24 hours. The shampoo pro-

duct, containing carbaryl, combines safety of application with an extremely rapid knock-down action.

Eylure Ltd, Cwmbran, Monmouthshire, have also put the range in new packs striped in a pleasant navy blue and turquoise on white, with the product name Derbac in bold black type. The copy on the packaging and on the new counter dispenser units draws attention to the new formulae.

Safety packs for nursery toiletries

New safety packs have been designed by S. Maw Son & Sons Ltd, Barnet, Herts, so that when using the latest range of nursery toiletries, a mother will always have one hand free to hold her baby safely and comfortably. The products involved are packaged in new shatterproof bottles which incorporate non-slip finger grips moulded into the walls and a flip-up dispenser top easily operated by the thumb. Each dispenser has a flow control hole gauged to suit the contents.

The bottles are produced by the Cascelloid Division of BXL (Abbey Lane, Leicester) from Welvic, ICI's vinyl compound, a material which is compatible with a wide range of pharmaceutical products.

Clear and opaque bottles are used to ensure that each item can be clearly distinguished. The range is baby oil 125cc (£0.26), 215cc (£0.37); baby lotion 115cc (£0.25), 200cc (£0.36); baby bathcare 215cc (£0.36) and junior shampoo 125cc (£0.27), 215cc (£0.38).

Congratulations on the design of these bottles have been received by Maws from the National Home Safety Committee of the Royal Society for the Prevention of Accidents.

Determined to succeed

Outdoor Girl, Hook Rise Souse, Surbiton, Surrey are increasing their advertising allocation in 1972—in some schedules it will be doubled—since 1970 the range has been repackaged and modern display units and merchandise are available to stockists. The company are determined to maintain the quality of its products to increase their penetration in the market and seek new stockists in pharmacies.

Mandrax changes

Roussel Laboratories Ltd, Roussel House, Wembley Park, Middlesex HA9 0NF,



advise that from January 3 the 1,000 tablet can of Mandrax is no longer supplied. All orders for Mandrax tablets are being met with multiples of the 100 tablet presentation in bottles. Within a few weeks a special pilfer-proof bottle will be the only presentation for both Mandrax tablets and capsules.

Shulton market Breck

Shulton are now responsible for the production and marketing of the hair preparations of John H. Breck in Great Britain. Orders should be sent to Shulton (Gt Britain) Ltd, 100 Brompton Road, London SW3.

Melleril suspension

The Sandoz antipsychotic Melleril is available in a new presentation from January 10. This is in the form of a palatable suspension in two strengths 0.5 per cent and 2.0 per cent. The 0.5 per cent preparation is offered in 100ml (£0.41) and 1litre (£3.00) and the higher strength is in 1litre packs (£10.95).

Distribution of Okasa

Keldon Ltd, 17 Wadsworth Road, Perivale, Greenford, Middlesex, are now distributing Okasa, silver plated vitality pill. An advertising campaign in the national press is being prepared.

New Presentation of Flagyl

May & Baker Ltd, Dagenham, Essex, have announced a new strength of Flagyl tablet. Each tablet contains metronidazole 400mg and is available in packs of 100 tablets (£9.00).

Bonus offers

Ayds Division of Cuticura Laboratories Ltd, Maidenhead, Berks. Ayds case rate equivalent to 12 invoiced as 11.

Natura Products Limited, 90 Belsize Lane, London NW3. Piz Buin range.

Parcel No. 1 (6 of each of 17 items from the range) or mixed orders of £55 and over, excluding purchase tax, will receive 1 doz Piz Buin Azul creams free. £100 orders, or purchasers of parcel No. 2 (1 doz of each of 15 items from the range), 1 doz Piz Buin Self Tan Cream free.

PROMOTIONS

Free holidays from Johnson

As the first in a series of promotions for 1972, Johnson & Johnson are offering a "Win-the-holiday-of-a-lifetime" competition to the trade with the Band-Aid plasters "Holiday mileometer".

Having completed a simple entry form the stockist starts clocking up the miles, 100 for every £1.00 worth of Band-Aid plasters purchased. Additional miles can be obtained by displaying the plasters in special stands, which will be available in February. The competition runs until July 15, and will be judged in three zones—those retailers who have collected up to 3,000 miles, 3,000-6,000 miles and 6,000-12,000 miles.

The three winners will be able to choose a holiday for two to be taken in 1972 or 1973 anywhere within the range of the "miles" they have gained. This will mean that the winner in zone 1 (6,000-12,000 miles) could go to Hawaii, Fiji or even New Zealand. In addition, two assistants from the three prize-winning stockists will each be awarded a long weekend for two in Paris.

Johnson's nappy liners, too, are giving prizes. On a £25 order plus dump bin, the stockist will be given a keyring timer and two boxes of 100 Johnson's nappy liners free. Stockists can win further free awards of 100's of Johnson's nappy liners throughout the "display competition" period which runs until May 5 (Johnson & Johnson Ltd, Greater London House, Hampstead Road, London NW1).

Marigold spice jars

Until August, LR Industries are offering for £0.88 a seven-piece glass spice jar set and wall rack with every pack of Marigold Chic gloves. A further wall rack is also included in the price, which compares with the recommended retail price of £1.50 for the set.

The company has also announced the results of their December trade competition (for which the Editor of *C&D* was one of the judges). The winners of the first prize, one week's holiday for two

Dricol, the nasal decongestant is now available in special counter units. The display is self-erecting, each unit containing six sprays or six bottles of drops



in Tenerife, were Mr P. B. Dean, Dean's Dispensing Chemists Ltd, Oxford; Mr E. Holt, MPS, Leeds; Mr A Kendrick, Blackpool; Mr E. H. Dickinson, Conisborough; Mr M. Ryder, Eccles.

Second prizes of a Cosmos holiday valued at £75 went to Provost (Chemists) Ltd, Walsall; Mr P. J. Steele, Pars & Co, Bournemouth; Mr E. Silverberg, Eric Silverberg & Co Ltd, Liverpool; Mr M. I. Hull, London W6; and Mr D. G. Sharpe, David G. Sharpe (Chemists) Ltd, Newquay.

Third prizes of a Cosmos holiday for £50 went to Mr A. Stone, Deighton Chemist, Banstead, Leeds 8; Mr H. L. Lowe, Hartlepool; Mr D. Lyons, Manchester, and Mr L. H. Lee, London E1.



Seen here is the Sterling Health Products Cold Relief Centre now going into chemists. In preparation for the anticipated 'flu outbreak, stands carry leaflets advising what to do about influenza

Beecham's merchandising aids

New from Beecham are two display aids. One is blue and white outer for their pills, containing a dozen small-size packs, and is available from representatives and wholesalers only during this month and February.

Tying in with their strategy of directing a large part of the Ellimans advertising towards sportsmen, a crowner has been launched which carries the familiar "Rub in Ellimans rub out pain" message and slots easily into the pack. Linked advertising for this product, already running in the national Press, will be given a new look shortly and will continue throughout the year (Beecham Proprietary Medicines, St Helens, Lancs).

Disprin prepacked merchandiser

Reckitt & Colman are currently introducing a Disprin prepacked merchandiser, containing twelve 50 tablets (bottle pack), twelve 36 tablets (foil pack) and twenty-four 26 tablets (bottle pack).

Available at a special display price of £5.42 plus purchase tax of £1.585, the unit will have a retail value of £10.08 and a standard list price of £6.12 plus PT at £1.685 (Reckitt & Colman pharmaceutical division, Dansom Lane, Hull, Yorks).

New Ironplan TV commercial

Menley & James Laboratories have introduced a new 15-second commercial for Ironplan this week which will interchange with the present 30-second spot in a six week £38,000-plus advertising campaign.

All Britain's 14 ITV stations will be used and viewers will see a commercial three or four times a week on each station.

In addition, heavy Press advertising continues in the *Sunday People*, *News of the World*, *Daily Express*, *Daily Mirror* and *People's Friend*, with *My Weekly*, circulation 835,825, entering the schedule for the first time (Menley & James Laboratories, Welwyn Garden City, Herts).

Baby feeding film

A documentary film covering all stages of infant feeding and four single concept loops has been released by Trufood.

Made with the co-operation of the Royal College of Midwives and the Health Visitors Association, these, along with the recently introduced diet chart and the company's booklet for mothers, provide the basis for a total teaching system for feeding techniques in ante- and post-natal classes in hospitals and clinics. Although not mentioned in the commentary, the company's products are clearly shown throughout the film.

Consumer offers

□ As long as stocks are available, Max Factor are offering at special prices Sheer Genius, Hi-Fi fluid make-up, Satin Flow, Cleansing cold cream, skin freshener, Double depth cleansing lotion, Normalising facial tonic, Active moisturiser and Velvety night cream (Max Factor Ltd, 16 Old Bond Street, London W1).

□ Cuticura are this month giving 5p off two bars of soap banded together (Cuticura Laboratories Ltd, Maidenhead, Berks).

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Askit powders: Sc, G

Beecham powders: All except E

Beecham powders + hot lemon: All except E

Buttercup syrup: Lc, Y, NE

Cabdrivers cough linctus: Y

Coldrex: Ln, M, Lc, Y, Sc, So, NE

Famel adult cough syrup: All areas

Farleys rusks: Ln, M, Lc, Y, WW, So, A, We

Hedex: All except U, E

Ironplan: All except E

Harmony hairspray: All except E

Phensic: M, Lc, So, WW

Protein 21 shampoo: All areas

Settlers: Ln, M, Lc, Sc, WW, So, NE, A, U

Signal toothpaste: Ln, So, A, We, CI

SR toothpaste: All except E

Venos cold remedy: All except E

Venos cough mixtures: All except E

FIRST APPEARANCE

NICHOLAS LABORATORIES LTD



ANNOUNCE



the introduction of

POLYCROL FORTE TABLETS

ON
MONDAY, 17TH JANUARY, 1972

smooth tasting!



pleasantly flavoured!

**POLYCROL FORTE TABLETS make a double star billing
with the highly successful POLYCROL FORTE GEL.**

Each tablet contains:

Activated methylpolysiloxane.....250 mg

Magnesium hydroxide.....100 mg

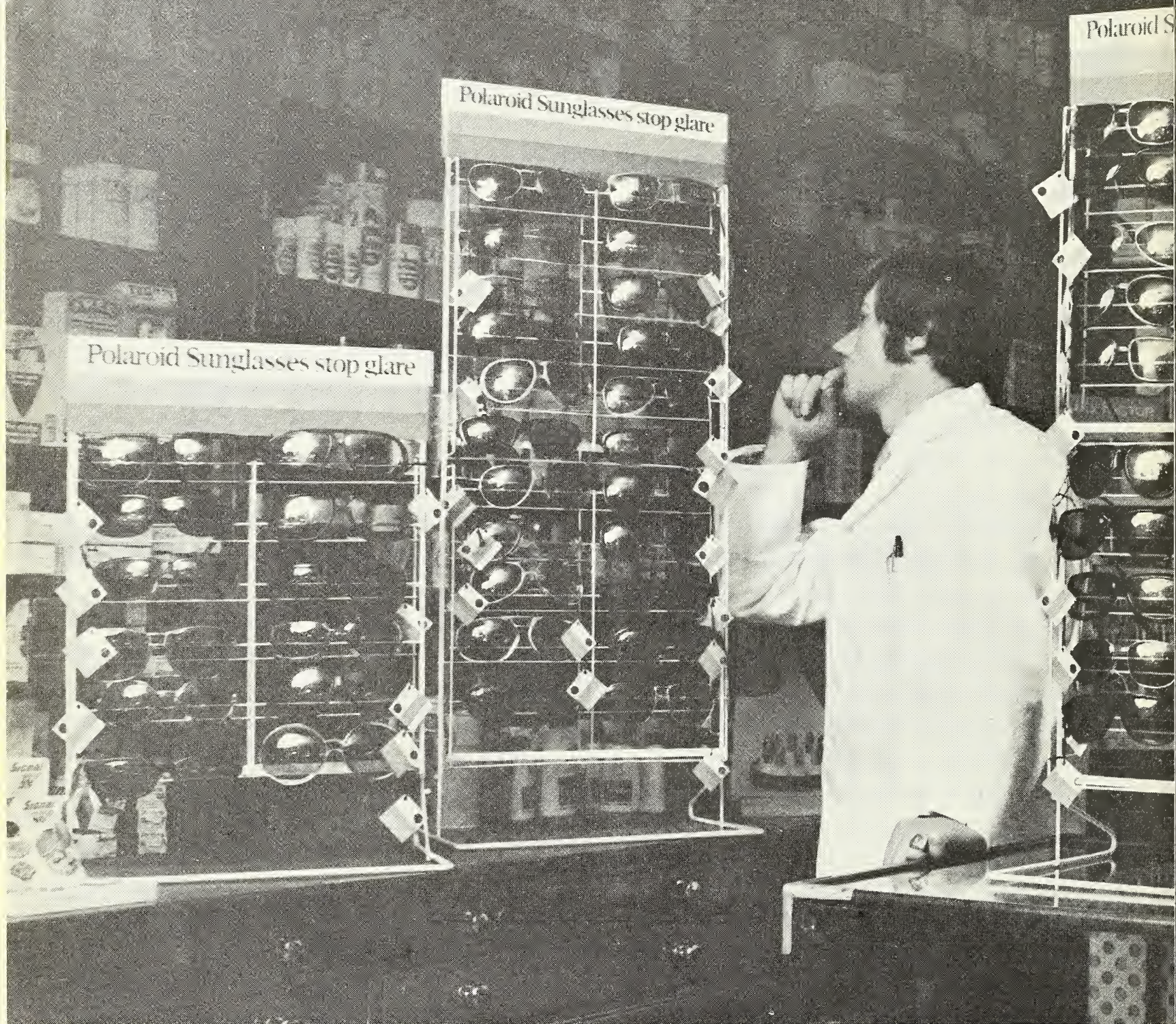
Aluminium hydroxide/magnesium
carbonate co-dried gel.....275 mg

Indicated for the treatment of dyspepsia, heartburn, hiatus hernia and other conditions where flatulence/hyperacidity are present. Available in metal containers of 100 at N.H.S. price of £1.17

FULL INFORMATION AVAILABLE ON REQUEST FROM:

Nicholas Laboratories Limited, P.O. Box 17, Slough, Buckinghamshire. SL1 4AU.

With Polaroid Sunglasses expecting 30% more business this year you'll probably be glad of these extra sales assistants.



25 Pack: The display bar is free with 5 clip-ons, 9 metal and 11 plastic sunglasses. (Cost: £40.41. Profit: £19.99.)

50 Starter Pack: A selection of 10 clip-ons and 40 sunglasses. The two display bars are free. (Cost: £84.54. Profit: £41.81.)

Last year we had a glorious summer.

With your help, Polaroid Sunglass sales soared 32% above target.

This summer our forecast is just as

bright. Especially as we're bringing out 25 new styles. And lenses of blue and magenta.

To help them off your shelves, we've a modular display stand. Which

CHEMIST & DRUGGIST

Price service



STILL GOING STRONG!

PRICES 15p. and 26p.
FROM YOUR USUAL WHOLESALER

AMENDMENT TO SEPTEMBER QUARTERLY PRICE LIST

Trade prices are given per unit unless otherwise stated. Bold upright figures (14) in the retail column indicate the price is subject to resale price maintenance. Italic figures (0.14) is manufacturer's recommended price. Bold upright figures (0.14) is a suggested guide.
= Price advanced. *r* = Price reduced.
= New entry. *d* = Delete.
= Correction. *i* = Insert.

	Trade £.p	Tax £.p	Retail £.p	
DEBUT (366 Dendron)				
cleansing cream with CEF 600				
tube 112 ml	5.5061dz	2.3538dz	0.85	
7 (1397 P de LL)				
Cologne				
1 oz	3.38dz	1.52dz	0.55	
2 1/2 oz	6.34dz	2.85dz	1.03	
4 oz	11.38dz	5.12dz	1.85	
8 oz	18.77dz	8.45dz	3.05	
perfume				
2 cc	3.07dz	1.38dz	0.50	
4 cc	4.67dz	2.10dz	0.76	
1/4 oz	6.33dz	2.85dz	1.03	
1/2 oz	14.46dz	6.51dz	2.35	
1 oz	21.23dz	9.56dz	3.45	
2 oz	35.38dz	15.92dz	5.75	
4 (137 Blakoe)				
hormone cream	48 g	0.64	0.28	1.25
ECEDIN (878 Napp)				
syrup				
120 ml	0.30			
456 ml	1.10			
2,271	4.76			
tablets				
20	0.19			
100	0.85			
500	3.80			
NE AID (1191 Stiefel)				
bar	100 g	0.20	0.06	0.36
TAL (1599 Winthrop)				
tablets pack of 1000				<i>d</i>
EXOLIN (518 Glaxo)				
liquid A and D				
10 ml	0.05	..	..	0.06%
50 ml	0.145	..	..	0.19%
A,C and D	10 ml	1.69	..	0.09
(25)				
50 ml	5.63	..	..	0.30
(25)				
RIAMYCIN (973 Pharmitalia)				
ial	10 g	3.40	..	TS
AMATIC (16 AGL)				
camera				
100 Sensor outfit with case	..	..	..	12.50
without case	..	..	..	10.99
LA (208 BW)				
omiser, all glass				<i>d</i>
CHOLINE (115 Bengue)				
anules	100 g	0.23	0.07	0.38
G. (810 Maw)				
ovine	1	3.78		
orcine	1	3.78		
ick (671 Jeyes) existing entry				<i>d</i>

	Trade £.p	Tax £.p	Retail £.p
AIRWICK (671 Jeyes)			
aerosols, alpine, lilac			
time, springtime			
283 g	1.90dz	..	0.18%
bottles wick	..	2.28dz	0.22%
refill	..	1.90dz	0.19
solid	..	2.36dz	0.25

	Trade £.p	Tax £.p	Retail £.p
ALADDIN (23 ALAD)			
vacuum flasks			
Ambassador	16 oz	..	0.61
32 oz	..	..	0.97
Concorde	16 oz	..	0.58
32 oz	..	..	0.94
Continental	8 oz	..	0.51
16 oz	..	..	0.54
23 oz	..	..	0.83
32 oz	..	..	0.90
Escort	16 oz	..	0.54
32 oz	..	..	0.87
food flask	16 oz	..	0.76
32 oz	..	..	0.97
super	16 oz	..	0.97
32 oz	..	..	1.18
jug	32 oz	..	2.21
refills			
Continental	8 oz	..	0.30
Concorde, Continental,			
Ambassador, Escort and			
Dura-Clad	16 oz	..	0.33
32 oz	..	..	0.52
Concorde and Continental			
23 oz	..	..	0.50
food flask	..	..	0.55
food flask or jug			
32 oz	..	..	0.65
food flask super			
16 oz	..	..	0.57
32 oz	..	..	0.68

	Trade £.p	Tax £.p	Retail £.p
ALBERTO CULVER (24 ACC)			
Get Set hair spray			
natural hold	303 g	2.78dz	1.25dz 0.43
super hold	303 g	2.78dz	1.25dz 0.43
for greasy hair	303 g	2.78dz	1.25dz 0.43
shampoo	sachets	0.21dz	0.06dz 0.03
ALBION (339 CG)			
cotton wool			
1 oz	0.45dz	..	0.06
4 oz	1.16dz	..	0.13%
16 oz	3.65dz	..	0.42
paper wrapped			
2 oz	0.70dz	..	0.09
8 oz	2.00dz	..	0.23
16 oz	3.42dz	..	0.40

	Trade £.p	Tax £.p	Retail £.p
ALCON (1154 SNP)			
eye preparations			
fluorescein 2%	15 ml	..	..
isopto prednisolone			
5 ml	..	..	..
ALLERCUR (1479 SCL) entire entry			<i>d</i>
ALTOIDS (1152 SK)	0.97dz	0.175dz	0.13

	Trade £.p	Tax £.p	Retail £.p
ANGEL FACE (256 CPL)			
blush & gloss	2.97dz	1.34dz	0.45
eye liner liquid	1.98dz	0.89dz	0.30
eye shadow cream	1.98dz	0.89dz	0.30
powder	1.98dz	0.89dz	0.30
fashion compact	2.97dz	1.34dz	0.45
refill	1.98dz	0.89dz	0.30
mascara automatic	3.30dz	1.49dz	0.50

	Trade £.p	Tax £.p	Retail £.p
ANOVLAR (1479 SCL)			
packs 3 x 21 and 6 x 21			<i>d</i>
ARADOLENE (1023 Radiol)			
analgesic cream	0.125	0.04	0.23%
ALUDROX (1352 Wyeth)			
tablets			<i>d</i>
compound dp 560			
AMAMI (105 BTD)			
setting lotion	..	1.36dz	0.615dz 0.20

	Trade £.p	Tax £.p	Retail £.p
AMBROSIIUM (1547 AHF)			
elixir			
small	0.17	..	0.25
medium	0.32	..	0.50
large	0.48	..	0.75
elixir with iron			
medium	0.41	..	0.62%
large	0.70	..	1.00
honey n' pollen			
medium	0.41	..	0.62%
large	0.70	..	1.00
slim plan			
small	0.44	..	0.62%
large	0.72	..	1.00
tranquil			
small	0.21	0.06	0.37%
medium	0.37	0.11	0.70
large	0.54	0.16	1.00

	Trade £.p	Tax £.p	Retail £.p
AMENERONE (1087 Roussel)			
tablets	100	2.00	..
forte	3	0.34	..

	Trade £.p	Tax £.p	Retail £.p
AMIN-EX (760 Liga)			
low protein biscuits	1.53dz	..	0.17
AMINOPLEX-14 (503 G)			
500 ml	4.90	..	..

	Trade £.p	Tax £.p	Retail £.p
AMPLEX (67 Ashe)			
capsules	140	3.38dz	0.99dz 0.48
tablets			
standard			<i>d</i>
packs of 8 and 1000			

	Trade £.p	Tax £.p	Retail £.p
AMYLOMET (180 BEP)			
tablets 30 mg	100	0.20	..
250	0.40	..	..
1000	1.37	..	..
100 mg	100	0.39	..
250	0.85	..	..
1000	2.96	..	..

	Trade £.p	Tax £.p	Retail £.p
ANADIN (655 ICC)			
tablets			
4	0.28dz	0.09dz	0.04
8	0.48dz	0.15dz	0.07
20	1.24dz	0.38dz	0.17

	Trade £.p	Tax £.p	Retail £.p
ANAFLEX (503 G)			
aerosol	100 g	0.60	0.18 1.08
ANAPAX (848 Minnesota)			
cold and flu mixture	..	..	..
ANAXERYL (115 Bengue)			
ointment	40 g	0.18	0.055 0.29%
triple action cough mixture			
125 ml	2.00dz	0.10dz	0.30

	Trade £.p	Tax £.p	Retail £.p
ANBESOL (655 ICC)			
oral antiseptic	..	1.54dz	0.47dz 0.21
ANDRE PHILIPPE (48 AP)			
bath essence	9	3.00dz	1.35dz 0.49
bubble bath			
daddy Christmas			<i>d</i>
gift set trio	33		<i>d</i>
soap guest ovals (6)	31	2.50dz	0.75dz 0.36

	Trade £.p	Tax £.p	Retail £.p
ANESTAN (325 C-A)			
tablets			
64	4.05dz	..	0.45 +
184	10.35dz	..	1.15 +
packs of 60 and 180	..	..	<i>d</i>

	Trade £.p	Tax £.p	Retail £.p
ANGIERS (172 BMCL)			
emulsion	..	0.161	0.048 0.26
junior aspirin			
tablets	dp500	0.351	0.076 0.41

	Trade £.p	Tax £.p	Retail £.p
ANNE FRENCH (655 ICC)			
cleansing milk			
79 cc	1.62dz	0.73dz	0.25
206 cc	3.04dz	1.37dz	0.47

	Trade £.p	Tax £.p	Retail £.p
glow 5 mask sachets (1)	0.65dz	0.30dz	0.10
(3)	1.56dz	0.71dz	0.24
moisture cream	1.30dz	0.59dz	0.20
tubs	2.14dz	0.97dz	0.33

	Trade £.p	Tax £.p	Retail £.p
Hidden Beauty	..	..	..
ANTASMA (992 P&C)			
tablets			
12	0.96dz	0.29dz	0.14 +
36	2.50dz	0.75dz	0.36 +

	Trade £.p	Tax £.p	Retail £.p
ANTHISAN (971 PSMB)			
tablets 50 mg	100	0.27	..
APOLLINARIS (1519 SA)			
baby bottles			
1.91	0.34	0.09	0.09
(3 dz)	(3 dz)		

	Trade £.p	Tax £.p	Retail £.p
bottles			
1.84dz	0.33dz	0.26	0.26
APPLEFORD (57 Appleford)			<i>d</i>
APPLEFORD (840 EMF)			<i>i</i>

the most versatile digitalis glycoside

LANOXIN* DIGOXIN

TABLETS • SOLUTION • INJECTION • PAEDIATRIC ELIXIR

BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) DARTFORD, KENT.

*Trade Mark



		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p	
APROTEIN (227 Erba)	250 g	0.50	..	0.75	BENGUE'S BALSAM (115 Bengue)	25 gm	0.13	0.04	0.21½	BRONTRIUM (1074 Roche)	100	1.10	1.65
tagliatelle					original	dp500 gm	2.00			capsules	100	0.74	1.11
ARAMANTA (1484 Hagman)					greaseless	25 gm	0.13	0.04	0.21½	paediatric	100		
special complexion milk	227 cc	..	..	0.92½c						BROVOLIN (878 Napp)	150 ml	0.30	0.09
ARRID (235 CW)					BENLATE (1400 PBI)		0.20		0.30	cough svrup	dp 1200 ml	1.90	..
anti-perspirant extra					fungicide					dp 1200 ml		..	..
dry aerosol standard					BENOXYL (1191 Stiefel)	30 ml	0.29	..	0.44	BROVON (878 Napp)		0.72	..
130 g	2.92dz	1.25dz	0.44		lotion plain, regular					midjet inhaler		..	1.03
190 g	3.53dz	1.51dz	0.53		or strong					BURNEZE (992 P&C)			
255 g	4.52dz	1.93dz	0.68		BENURIDE (115 Bengue)	100	1.20	..	1.59½	aerosol	75 g	3.28dz	0.39
unscented	130 g	3.26dz	0.93dz	0.44	tablets 200 mg	500	5.50			BUTACOTE (501 Geigy)	100	1.06	..
190 g	3.94dz	1.12dz	0.53		500					tablets	500	4.92	..
255 g	5.03dz	1.43dz	0.68		BEPLETE (1352 Wyeth)				d				
anti-perspirant supreme					tablets					BUTOMET (180 BEP)			
cream	15 g	1.66dz	0.47dz	0.23	pack of 50					tablets 100 mg	50	0.25	..
28 g	2.10dz	0.60dz	0.29		BEPLEX (1352 Wyeth)				d	100	0.44	..	..
roll-on	28 g	2.05dz	0.88dz	0.31	capsules					250	0.91	..	..
refill	28 g	1.81dz	0.77dz	0.27	pack of 250					1000	3.20	..	..
spray	45 cc	1.79dz	0.51dz	0.25	BETADINE (878 Napp)					BYDOLAX (878 Napp)			
ASPELLIN (1023 Radiol)					ointment 25 g	..	0.25	..	..	syrup	150 ml	0.21	..
aspirin spirit liniment					60 g	..	0.53	..	..	1200 ml	1.15	..	..
100 ml	0.23	..	0.34½		skin and scalp					CALAZEAN (312 AC)			
450 ml	0.65	..	0.97½		cleanser 100 ml	..	0.41	..	..	cream	25 g	0.08	0.024
2 l	2.75	..	4.12		vaginal douche 240 cc	..	0.98	..	..	CALCIBRONAT (1098 Sandoz)			0.14
ASPERGUM (1333 WL)					gel	..	0.98	..	..	effervescent tablets packs of			
50	2.30dz	0.66dz	0.35		pessaries 14	..	0.98	..	..	10 and 50			
dp 250	11.00dz				scalp lotion	..	..	..	d	CALCIUM DISODIUM VERSEDATE (1061 Riker)			
ASPROM (893 Nicholas)					BETNOVATE (518 Glaxo)					ampoules 5 ml	6	1.50	
junior tablets	24	0.775dz	0.23dz	0.10	scalp application				TS	cream	50 g	0.30	
AUDINORM (228 Carlton)					100 g	1.65	..	..		tablets	100	1.20	
ear drops	0.19	0.06			BILAX (485 Fulford)					veterinary solution	100 ml	1.00	
AURUM AMBROSIIUM (1547 AHF)					pills	50	1.141dz	0.342dz	0.17	Californian Poppy (76 Atkinson)			
small	0.21	0.06	0.37½		BIO (1400 PBI)				0.45	CALIFORNIAN POPPY (1102 Sanitas)			
medium	0.37	0.11	0.70		lawn tonic 1000 sq ft	0.30				perfume trial	0.82dz	0.37dz	0.13
large	0.54	0.16	1.00		BIRKIN (1201 Supravite)					standard	1.25dz	0.565dz	0.20
AYRTON (78 AS & Co)					hair tonic with oil					perfumed Cologne	..	2.26dz	1.015dz
bronchial emulsion					110 cc	0.30	0.13	0.60		talcum powder	..	1.13dz	0.51dz
200 ml	1.50dz	0.45dz	0.24 †		220 cc	0.45	0.20	0.90		7 x 60 ml	2.00	..	2.67
tonic laxative tablets	1.05dz	0.315dz	0.16 †		without oil					CAMCOLIT (221 Camden)			
BABLETS (485 Fulford)					110 cc	0.30	0.13	0.60		tablets 250 mg	100	0.325	..
0.934dz	0.28dz	0.14			220 cc	0.45	0.20	0.90		1000	2.10	..	2.80
BADOIT (1519 SA)					BISKS (1530 Fisons)					CAMCOPOT (221 Camden)	500	1.20	..
half bottles	2.56	0.46	0.19		chocolate bar				0.15	tablets		..	1.80
(1½ dz)	(1½ dz)				hazelnut, orange wafer,	1.22dz	0.22dz			CARDINELLI (226 CBP)			
bottles	2.24dz	0.41dz	0.28		fruit and nut	..				eyelashes	..	0.49	0.22
BAMYL (456 FS&S)					BISMAG (655 ICC)					classique	..	0.49	0.22
bath extract	12 oz	2.52dz	0.755dz	0.36½	powder	..	1.03dz	0.31dz	0.14	CARTERS (232 Carters)			0.98
1 gal	1.27	0.38			..	1.83dz	0.55dz	0.25		all-in-one canned brew	6.25dz	..	0.75
shampoo	2 oz	0.66dz	0.20dz	0.10	tablets 165	1.83dz	0.55dz	0.25		herb care shampoo	1.90	0.57	0.07
4 oz	1.02dz	0.305dz	0.15	BISMA-REX (848 Minnesota)						sachet	(50)	(50)	
1 gal	0.72	0.215		powder 100 g	1.43dz	0.429dz	0.20½			rosemary shampoo	1.35	0.405	0.05
shaving stick refill				200 g	2.40dz	0.72dz	0.35			vitamin C health drink	..	0.44	..
toilet soap				70 g, 125 g and 220 g						CARTERS (235 CW)			
(gross)	5.55	1.665	0.07	BISODOL (655 ICC)						little liver pills	36	1.08dz	0.31dz
(gross)	5.53	1.51	0.07	rollmints	..	0.44dz	0.14dz	0.06		100	2.10dz	0.60dz	0.29
(gross)				tablets 100	2.35dz	0.71dz	0.32		i	CAVALCADE (567 HCBP)			
BAND-BOX (67 Ashe)				BLACK VELVIT (1072 CR&Co)						hair friction	..	1.00dz	0.45dz
shampoos				blackcurrant syrup 12 oz	1.32dz	0.19dz				CELEVAC (1305 WB)			
almond oil 13 oz size			d	18 oz	1.81dz	0.26dz				granules 100 g	0.31	0.093	0.56
liquid packs of 25g, 95g			d	BLAKOE (137 Blakoe)						CELLOSENE (1073 Robinson)			
and 280 g				male hormone cream						cellulose wadding 16 oz	1.80	..	..
BANTRON (149 Cuticura)				1½ oz	0.83	..	1.25			Cerebos (242 Cerebos)			
smoking deterrent 15	4.48dz	1.31dz	0.63½†	maxivits 20	0.66	..	1.00			CEREBOS (1438 RHM)			
BARITOP 100 (289 Concept)				minivits 50	0.66	..	1.00			CERUBIDIN (971 PSMB)			
contrast medium 300 ml	0.52			multi vitamin/mineral						powder 20 mg	3.33	..	4.99½
BATES (1189 I&MS)				tablets 80	0.63	..	0.95			CETIPRIN (678 Kabi)			
nail clippers	..	0.93dz	0.40dz	200	1.33	..	2.00			tablets 100 mg	50	0.80	1.20
toe nail clippers	..	3.41dz	1.48dz	vitamin C tablets						250	3.20	..	4.80
tweezers	..	1.24dz	0.54dz	500 mg	100	0.66	1.00			500	6.20	..	9.30
BAYCARON (452 FBA)				E cream 1½ oz	0.83	..	1.25			pack of 1000			
tablets 25 mg	50	1.24	1.86	tablets						CHAPPIE (967 Petfoods)			
150	3.52	..	5.28	100 mg	100	0.70	1.10			handy	2.32	0.37	0.04½
BAYOLIN (452 FBA)				200 mg	50	0.70	1.10			(6 dz)	(6 dz)		
ointment 35 g	..	0.18	0.05	capsules						CHLORACTIL (1548 DDSA)			
BEAUTY PUFFS (786 Macdonald)				600 mg	15	0.66	1.00			tablets 25 mg	100	0.26	
coloured rayon balls	3.00dz	..	0.37½	32	1.33	..	2.00			50 mg	100	0.48	
BEDEMAN (102 CB)				wheat germ oil capsules	140	0.66	1.00			CHLORESIUM (67 Ashe)			
lemon cream shampoo				BLANDLAX (147 Boots)						ointment pack of 100 g			
sachet	1.40	0.42	0.07½	500 ml	1.68dz	0.505dz	0.25			CHRISTY (261 Christy)			
(3 doz)	(3 doz)			BORNOLIN (115 Bengue)						hand and body lanoline	1.97dz	0.885dz	0.32
therapy treatment				ointment	40 g	0.15	0.20			large	1.10dz	0.495dz	0.18
shampoo			d	500 g	0.91	..				small	0.735dz	0.33dz	0.12
BEETHAM (106 Beetham)				BOUNCE (967 Petfoods)						face pack sachet	0.55dz	0.25dz	0.09
glycerin and				economy	1.59dz	0.25dz	0.18½			tube	1.23dz	0.555dz	0.20
cucumber	85 cc	1.73dz	0.78dz	B—R (1023 Radiol)						moisturising cream	jar	2.15dz	0.97dz
165 cc	2.81dz	1.265dz	0.46	Bone Radiol (horses and dogs)						skin emulsion	2 oz	1.20dz	0.36dz
2oz and 3 oz			d	200 ml	0.48	0.145	0.82			6 oz	1.80dz	0.54dz	0.27
glycerin and lavender				BRADOSOL (262 CIBA)						tube	1.20dz	0.36dz	0.18
85 cc	2.58dz	1.16dz	0.42	lozenges 0.5 mg	20	1.20dz	0.15			CIDOMYCIN (1087 Roussel)			
glycerin and rose water				Brands (1114 SEF)						cream	15 g	0.46	..
85 cc	2.58dz	1.16dz	0.42	BRANDS (1438 RHM)						30 g	0.90	..	..
glycerin and white lilac				essence of beef 2½ oz	2.21dz	..	0.24			ointment	15 g	0.46	..
85 cc	2.16dz	0.97dz	0.35	chicken	2.21dz	..	0.24			30 g	0.90	..	..
hand cream	1.20dz	0.54dz	0.20	calf's foot jelly 10½ oz	..	..	d			CLAIROL (172 BMCL)			
teenage skin cream	1.51dz	0.78dz	0.25	BRAUN (673 J of H)						Condition hair	..	0.174	0.078
BELLADENAL (1098 Sandoz)			d	flashgun F111	..	..	26.72			conditioner	..	0.027	0.012
BELLADENAL (1303 Wander)			i	F16B	..	..	14.63			Loving Care creme	..	0.027	0.012
BENBOWS (67 Ashe)				BRECK (1509 C of GB)						after rinse	..	0.243	0.109
Prudence bitch spray			d	BRECK (1131 Shulton)						hair colour lotion	..	0.304	0.137
roundworm tablets			d	BRISTREX (171 BLL)						Nice N'Easy	..	0.263	0.118
shampoo beauty bath			d	capsules 100						hair colour	..	2.00dz	0.60dz
all sizes			d	BROMOPHOS (1400 PBI)						Summer Blonde lightener	..		0.30
soap			d	soil pest killer	0.20	..	0.30			CLEARASIL (1055 RM)	</		

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
INIC (412 Elida)				CROWN (1073 Robinson)				DEEP (102 CB)			
medicated shampoo				wool felt 6	0.636dz			active treatment			
family 2.075dz	0.625dz	0.28		4680	0.902dz			shampoo 3.60dz	1.08dz	0.54	
DASPHEN (878 Napp)				4681	0.902dz			conditioning shampoo 3.60dz	1.08dz	0.54	
tablets 12	..	..	d					therapy treatment shampoo 3.60dz	1.08dz	0.54	
LGATE (280 CP)				CULLEN'S MRS (330 C&D)							
fluoride toothpaste			d	cough balsam ..	1.25dz	0.38dz	0.17				
fluor with MFD				corn plaster ..	3.60	1.08	0.04½	DELPH (496 Garsalle)			
toothpaste			i	(gross)	(gross)	(gross)		cleansing milk 2.68dz	1.21dz	0.43	
iacron (444 F.A.I.R.)			d	headache powders ..	1.35	0.41	0.02	DELTA-BUTAZOLIDIN (501 Geigy)			
LIACRON (1563 Enzypharm)			i	(120)	(120)	(120)		tablets 100	1.61	..	2.41½†s4BTS
LLIS BROWNE'S (354 Davenport)				tablets ..	1.35	0.41	0.02	packs of 30 and 150			d
compound				(gross)	(gross)	(gross)					
large 0.146	0.044	0.24 †DD1		indigestion laxative pills	3.10	0.93	0.04	DENTU-CREME (1178 Stafford)			
LOLOZETS (324 Crookes)				Macleans stomach powder	6.60	1.98	0.08	standard 1.06dz	0.32dz	0.15	
18	0.085	..	0.12½	(gross)	(gross)	(gross)		large 1.47dz	0.44dz	0.21	
LOPLAST (1364 HMS)				11.50	3.45	0.14		DEWDOWN (918 Or-Lem)			
colostomy bags				(gross)	(gross)	(gross)		squashes ..	1.18dz	tax paid	0.13
8 x 5 in	10	0.35		singles 1.40	0.42	0.01½		DE WITT'S (372 De Witt)			
8 x 5½ in	10	0.43			(gross)	(gross)		antacid powder small	1.15dz	0.345dz	0.16
10 x 6¼ in	10	0.60		CUPAL (333 Cupal)				medium 1.91dz	0.575dz	0.26	
12 x 4 in	10	0.43		bismuthated magnesium				large 3.42dz	1.025dz	0.47	
12 x 5 in	10	0.50		ovals tins 2 oz	0.80dz	0.22dz	0.11½	tablets small	0.79dz	0.235dz	0.11
extra range				cough balsam, adult				large 1.55dz	0.465dz	0.22	
8 x 5 in	10	0.50		100 ml	1.50dz	0.40dz	0.22½†	antibiotic throat lozenges	1.02dz	..	0.13½†s7
8 x 5½ in	10	0.58		200 ml	2.32dz	0.63dz	0.37½†	cough control ½ gal	2.48	..	†s7
10 x 6¼ in	10	0.74		ginger flavour,				1 gal	4.40	..	†s7
LOSTORENE (916 OC)				Friar Tuck 3 oz	1.10dz	0.18dz	0.15	kidney and bladder pills			
rench 12 x 30 ml	1.50	0.45	2.45					small 1.26dz	0.38dz	0.18	
MET (810 Maws)				CUSSENS (338 Cussons)				medium 2.58dz	0.775dz	0.36	
haircutter	0.305	0.09	0.63	Imperial Leather				large 3.96dz	1.19dz	0.54	
legal	0.46	0.14	0.87½	soap toilet	0.59dz	0.175dz	0.07½	small 1.26dz	0.38dz	0.18	
blades	1.46	0.44	0.15					medium 2.58dz	0.775dz	0.36	
	(20pkts)	(20pkts)						large 3.96dz	1.19dz	0.54	
MPOUND "W" (655 ICC)				CUTEX (256 CPL)				piperazine syrup 20 oz	0.88	..	
part remover	1.17dz	0.36dz	0.16	basecoat	1.66dz	0.74dz	0.25	worm syrup 30 ml	1.28dz	..	0.16
NRAY 280 (971 PSMB)				cheeky chops	2.98dz	1.34dz	0.45	100 ml	2.57dz	..	0.32
mpoules 20 ml	1	0.44	0.66	cuticle remover	1.66dz	0.74dz	0.25	DIAMON-DEB (957 Perl)			
NRAY 325 (971 PSMB)				cream	1.98dz	0.90dz	0.30	nail files 4 in	4.32dz	1.945dz	0.70
bottles 50 ml	10	10.60	15.90	emery boards	1.00dz	0.46dz	0.15	6 in	5.42dz	2.44dz	0.90
NREXKEVILLE PAVILLON (1519 SA)				eye shadow				8 in	6.72dz	3.025dz	1.10
bottles	2.24dz	0.41dz	0.28	Blinkers	2.98dz	1.34dz	0.45	glaze 5.76dz	2.59dz	1.00	
NTUSOL (1054 R & B)				hand cream, jar 70 g	1.98dz	0.89dz	0.30 □	DIAMOND VOSS (261 Christy)			
ntiseptic 250 ml	0.20	0.06	0.36	lipsticks				6.46dz	2.91dz	1.05	
dp 500 ml	0.32			creme	2.64dz	1.19dz	0.40	DETTOL (1037 Reckitt)			
dp 1 l	0.58			opaline	2.64dz	1.19dz	0.40	small 0.74dz	0.205dz	0.10	
dp 2 l	1.10			nail flex 14 g	1.98dz	0.90dz	0.30 □	medium 1.34dz	0.369dz	0.18	
otion 250 ml	0.14	..	0.21	nail polishes				large 2.21dz	0.611dz	0.30	
500 ml	0.22	..	0.33	gold glister	2.31dz	1.04dz	0.35	DIETADE (374 DFL)			d
1 l	0.42	..	0.63	opaline	2.31dz	1.04dz	0.35	DIETADE (840 EMF)			i
2 l	0.80	..		pearl	1.98dz	0.89dz	0.30	desserts	0.81dz	..	0.09
OL (105 BTD)				one coat	1.98dz	0.89dz	0.30	fruit sugar	0.263	..	0.35
ntiperspirant aerosol				see through	1.98dz	0.89dz	0.30	low calorie salad dressing	1.26dz	..	0.14
standard 2.135dz	0.965dz	0.34		reflections	2.31dz	1.04dz	0.35	DIGESPIRIN (1169 BGS)			
economy 2.70dz	1.215dz	0.43		regular	1.65dz	0.74dz	0.25	antacid ..	0.11	..	0.15
PABLOC (CM&R)				oily polish remover				DIOVOL (1441 Wallace)			
attle feed block	..	..	1.51	40 cc	1.32dz	0.59dz	0.20 □	suspension 16 oz	0.56	0.17	1.01
REGA (1178 Stafford)				82 cc	1.98dz	0.90dz	0.30 □	tablets 50	0.27	0.08	0.48½
enture powder 18 g	1.18dz	..	0.14	14 g	2.32dz	1.04dz	0.35	250	1.23	0.37	2.21½
imist (1111 Corionel) existing entry			d	strong nail				100	1.16	0.35	2.09
RIMIST (1111 Corionel)			i	hand lotion				DISPRIN (1037 Reckitt)			
onditioner sachet	1.30	0.585	0.07	wet look nail polish			d	tablets 8	0.52dz	0.14dz	0.07
	(3 dz)	(3 dz)		nail hardener			d	26	1.31dz	0.363dz	0.18
bottle 2.08dz	0.935dz	0.34		CUTICURA (1491 Cuticura)				36	1.68dz	0.462dz	0.23
onditioning hair set ..	0.74dz	0.335dz	0.12	hand cream tube	3.08	1.35	0.15	100	3.30dz	0.913dz	0.45
air spray 3 oz	2.13dz	0.96dz	0.35	(40)				pack of 50			d
8 oz	3.34dz	1.505dz	0.55	CUTIPEN (485 Fulford)				junior 20	0.67dz	0.187dz	0.09
12 oz	4.80dz	2.16dz	0.79	refill 1.97dz	0.886dz	0.32		48	0.97dz	0.266dz	0.13
uick set ..	3.22dz	1.45dz	0.53	1.416dz	0.637dz	0.23		DIXCEL (189 BT)			
hampoo sachet	1.22	0.365	0.06	CVK WITH SULPHAS (2 Abbott)			d	cuisine kitchen towels			
tube 1.64dz	0.49dz	0.24		solution				twin pack	1.64dz	0.18dz	
(3 dz)	(3 dz)			CYCLAX (341 Cyclax)				DOANS (485 Fulford)			
ray tonic ..	3.28dz	1.475dz	0.54	Neojoven				ointment 1.208dz	0.362dz	0.18	
RNEX (534 GT)				night/day				pills small 1.18dz	0.354dz	0.17	
7 ml	0.07½	0.02	0.14	face cream 50 g	..	..	2.30	medium 2.248dz	0.674dz	0.33	
RRECTOL (1333 WL)				90 g	..	..	3.45	large 3.42dz	1.026dz	0.50	
ixative 25	1.28dz	0.36dz	0.18½	CYCLOMET (180 BEP)				DORMEL (1426 UN)			
50	2.20dz	0.63dz	0.33	tablets 200 mg	50	0.32	..	feeders			0.16
RRIDA (Feraud) (480 FP)				100	0.57	..	..	teats			0.06
au de toilette for men				250	1.28	..	..	DOSULFIN (501 Geigy)			d
2 oz	0.70	0.32	1.60	1000	4.74	..	..	DOXYLAMIN			

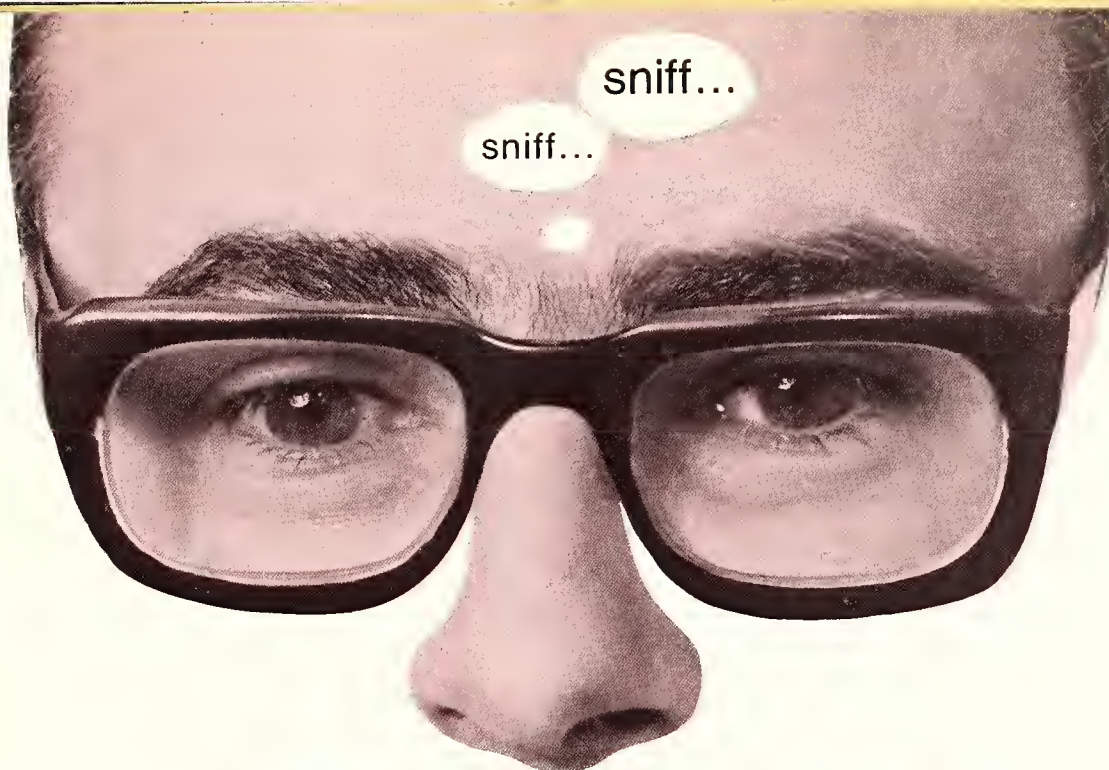
	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
DUROMINE (1061 Riker)				EUMIG (673 JofH)				FORTRAL (1599 Winthrop)			
capsules 15 mg 30	0.47	..	..	sound projector	..	..	..	suppositories 20	1.44	..	..
30 mg 30	0.60	..	..	Mark 710D	..	..	139.59	100	7.00	..	..
DUROPHET (1061 Riker)				EURAX (501 Geigy)				FREEZONE (655 ICC)			
capsules 7.5 mg 30	0.19	..	..	lotion 150 ml	0.33	..	0.49½	corn remover	..	1.17dz	0.36dz
12.5 mg 30	0.20	..	..	1 l	1.71	..	2.56½	FRENCH ALMOND (1221 Windsor)			
20 mg 30	0.24	..	..	packs of 500 ml and 2 l	..	..	d	talcum shaker	2.04dz	0.89dz	0.36dz
DUROPHET M (1061 Riker)				EVIAN CACHET (1519 SA)				velvet smooth	4.37dz	1.91dz	0.77dz
capsules 12.5 mg 30	0.41	..	..	half bottles	2.56	0.46	0.19	FRESH & DRY (172 BMCL)			
20 mg 30	0.44	..	..	bottles	(1½ dz)	(1½ dz)		blue and herbal			
DURST (673 J of H)				cans	2.24dz	0.41dz	0.28	aerosol	120 g	0.234	0.105
enlarger					4.03	0.72	0.10	165 g	0.302	0.136	0.54
F 30	..	..	34.98		(5½ dz)	(5½ dz)		28 cc	0.176	0.079	0.37
Dutton's (398 GD) entire entry			d	EXCEDRIN (172 BMCL)				42 cc	0.219	0.099	0.40
DUTTON'S (1169 BGS)				tablets 36	0.176	0.053	0.29	refill	..	0.16	0.072
cough mixture	1.00dz	0.30dz	0.15	EXUBERANCE (813 MF)				FRESH-SOX (848 Minnesota)			
	1.60dz	0.48dz	0.26	dusting powder	0.571	0.244	1.10	deodorant insocks	2.43dz	0.729dz	0.31
DUVADILAN (1539 Duphar)				eau de toilette spray	0.337	0.144	0.65	FRESH START (256 CPL)			
ampoules 10 mg 2 ml 6	0.55	..	..	talc new design	0.166	0.071	0.32	medicated gel tube 56 g	2.24dz	1.01dz	0.33
packs of 5	..	..	d	EYLURE (443 Eylure)				FROMENT (600 JH)			
DYLON (816 Maybom)				Lashfix	1.21dz	0.53dz	0.20	6½ oz	0.84dz	..	0.09
quick wash	1.20dz	..	0.15	Nailfix	1.21dz	0.53dz	0.20	FUCIDIN H (747 Leo)			
tie & dye kit	4.00dz	..	0.50	nail polish remover	1.94dz	0.85dz	0.32	gel	10 g	0.38	
EFFERDENT (721 LC)				face makers			d	25 g	0.80		
tablets	0.86dz	0.26dz	0.12	nail polish			d	GADE (621 Howden)			
	1.28dz	0.385dz	0.18	FAITHFUL (967 Petfoods)				entire entry			
	2.20dz	0.66dz	0.30½	handy	3.61	0.57	0.07	GALA (876 MP)			
EG (424 EGL)			d	large	(6 dz)	(6 dz)		sensitive cleanser	4.43dz	1.995dz	0.73
EG (1246 Trent)			i		4.12	0.65	0.12	sensitive freshner	4.43dz	1.995dz	0.73
EKAMMON (1305 WB)				FAMILIA (304 Costa)				GARDENAL (971 PSMB)			
tablets 100	0.38	0.114	0.68	baby food 2½ oz	0.63dz			tablets 15 mg 500	0.18	..	0.27
soluble 50	0.22	0.066	0.40	13 oz	2.62dz			pack of 1000			
ELECTRIQUE (813 MF)				Swiss Berchermuesli				GAVISCON (1037 Reckitt)			
creme perfume	0.405	0.173	0.78	2½ oz	0.63dz			tablets 20	0.333	..	..
dusting powder	0.571	0.244	1.10	13 oz	2.60dz			GAYELORD HAUSER (29 Alfonsal)			
eau de toilette spray	0.337	0.144	0.65	FARLEYS (448 Farleys)				brewers yeast powder	16 oz	0.30	..
50 cc	0.363	0.155	0.70	baby dinner and sweet range			d	GEEPS (1152 SK)			
perfume phial	0.311	0.133	0.60	FEBRILIX (147 Boots)				pastilles 2 oz	0.92dz	0.275dz	0.14
talc new	0.166	0.071	0.32	100 ml	1.76dz	..	0.22	GIBBS (412 Elida)			
ELMBALM (250 Cheetham)				FELSOL (181 Felsol)				fluoride toothpaste			
ointment	1.05dz	0.31dz	0.16	(distributors 115 Bengue)				standard	1.125dz	0.34dz	0.12
small	2.25dz	0.67dz	0.30	FENNINGS (1534 Fennings)				large	1.625dz	0.49dz	0.22
medium	0.75	0.22	1.30	mixture				economy	2.24dz	0.67dz	0.31
large				lemon flavour for				GIVENCHY 111 (1589 Givenchy)			
EMLAB (848 Minnesota)				influenza	1.38dz	0.41dz	0.19½	perfume			
brewers yeast tablets 50	1.23dz	..	0.14½	original stomachic	1.38dz	0.41dz	0.19½	atomiser 7 g	..	..	4.50
100	1.87dz	..	0.22½	mixture			d	toilet water			
250	3.10dz	..	0.37½	FENOX (147 Boots)				atomiser 100 g	..	..	4.30
childrens cough mixture				nasal drops ½ oz	1.00dz	..	0.12½	GLOSSY (1466 Nichol)			
125 ml	1.33dz	0.399dz	0.19½	FERROIDS (1061 Riker)				hair spray med 140 g	1.10	0.495	0.27
iron & brewers yeast tablets				100	0.40	..	..	425 g	2.20	0.99	0.40
50	1.23dz	..	0.14½	FERROL (573 JH)				non electric heated			
100	1.87dz	..	0.22½	compound 170.4 ml	2.98dz	0.895dz	0.44 †	rollers	2.40dz	0.72dz	0.41
250	3.10dz	..	0.37½	454 ml	5.91dz	1.745dz	0.87 †	shampoo	0.875	0.26	0.11
rubber gloves	1.33dz	0.15dz	0.17½	500 ml	0.23			GLOVELIES (899 JND)			
sunburn medicated cream				1 l	0.44			gloves	..	0.206	0.021
100 g	3.00dz	0.90dz	0.46 †	2 l	0.82			dp100			
tooth tincture 5 ml	0.85dz	0.255dz	0.12	FIBRON (1054 R & B)				GLUFERATE (1352 Wyeth)			
ENDOCIL (1419 Intec)				cream 25 g	0.09	..	0.13	GLYCINELLO (372 De Witt)			
hand care 30 g	0.169	0.076	0.33	75 g	0.20	..	0.30	hand cream 50 g	1.50dz	0.675dz	0.22
Energen (1114 SEF)				FIBROSINE (655 ICC)				105 g	2.58dz	1.16dz	0.44
ENERGEN (1438 RHM)				balm	1.47dz	0.45dz	0.20	GLYMIEL (1351 WLU)			
digestive biscuits	0.995dz	..	0.10	FLAGYL (971 PSMB)				jelly	0.685dz	0.31dz	0.11
rolls	1.34dz	..	0.13½	tablets 400 mg 100	6.00	..	9.00		1.12dz	0.505dz	0.18
wheat flakes	2.23	..	0.15	FLEXOPLAST (1073 Robinson)				GOKO (1565 P. Plus)			
ENTERSORB (1352 Wyeth)				elastic bandage adhesive				minivision	..	..	18.90
tablets (vet)				B.P.C. full spread				GOLDEN BABE (761 Lilia-White)			
pack of 50			d	4 in x 3 yd 4404	4.961dz			Bouncer baby pants	0.888dz		
EPITONE (147 Boots)				6 in x 3 yd 4465	7.344dz			cotton wool standard	0.621dz		
vitamin and iron tonic				B.P.C. half spread				economy	1.729dz		
250 ml	1.76dz	..	0.22	2½ in x 3 yd 4420	3.261dz	..		disposable napkin 10	1.263dz	..	0.15
500 ml	3.20dz	..	0.40	wound dressing flexible B.P.C.				20	2.413dz	..	0.25
EQUAGESIC (1352 Wyeth)				1½ in x 2 in 4260	0.450dz	..	..	48	5.679dz	..	0.59
tablets packs of 10	..	..	d	factories pack assorted	4267	1.534	..	nappy savers 50	2.058dz		
EQUATRATE (1352 Wyeth)				wound dressings				Snuggly pants	1.829dz		
tablets pack of 50			d	1½ x 1½ in x 144 4270	0.761			GOLDEN HEALTH (1246 Trent)			
ERASMIC (412 Elida)				1½ x 2 in x 144 4271	0.903			herbal remedies	2.10dz	0.63dz	0.31
shaving stick				2 x 3 in x 144 4272	1.311			GONDALON (1479 SCL)			
refill	0.83dz	0.25dz	0.11	2½ x 3½ in x 144 4273	1.737			pack of 500			
superfoam aerosol	2.29dz	0.685dz	0.31	3½ x 4½ in x 144 4274	2.796			GRADELY (250 Cheetham)			
ESTEE LAUDER (425 ELC)				individually wrapped				foot paste	1.00dz	0.30dz	0.14
Estee bath oil ½ oz	..	..	5.00	¾ x 1½ in x 100 4374	0.577			GRASSHOPPER (1169 BGS)			
1 oz	..	..	8.50	¾ x 2½ in x 100 4375	0.647			ointment	0.09	..	0.15
body cream	..	..	5.00	¾ x 3 in x 100 4376	0.663			GREY OWL (540 GOL)			
superpursue spray	..	..	2.25	1½ x 1½ in x 100 4370	0.836			filter kit	1.30	..	1.92
lip glossers				1½ x 2 in x 100 4371	0.913			filters	0.166	..	0.22
stick	..	..	1.30	2 x 3 in x 100 4372	1.270			connectors	0.16	..	0.24
skin skimming creme	..	..	3.30	2½ x 3½ in x 100 4373	1.715			sodium metabisulphite	0.03	..	0.02
wake-up mask	..	..	2.10	flexible dressing strips				GUERLAIN (548 Guerlain)			
ESTOLAN (923 OG)				¾ x 1½ in x 144 4275	0.494			lip glossers	..	..	0.75
tube	1.05dz	0.475dz	0.17	¾ x 2½ in x 144 4276	0.544			rouge fluid	..	..	1.90
ETHISAN (312 AC)				¾ x 3 in x 144 4277	0.589			GYNOLAR (1479 SCL)			
100 ml	0.107	0.032	0.20	FLOR DE BLASON (317 CS)				packs 3 x 2 l and 6 x 2 l			
2 l	1.088			lotion 4 oz	0.18	0.10	0.40	HAELAN-X (378 Dist)			
ETHULOSE (503 G)				soap large	2.08dz	0.76dz	0.33	cream/ointment 60 g	..	..	..
500 ml	1.30	..	..	bath	3.60dz	1.32dz	0.58	HAEMOVIN (878 Napp)			
EUGENE (431 Eugene)				4 oz	0.23	0.105	0.50	cream 25 g	0.20	0.06	
(distributors 67 Ashe)				FLORIDA (329 CRP)				HARMONY (412 Elida-Gibbs)			
shampoos luxury 20 cc	0.56dz	0.16dz	0.09	mini shower 1271	3.55	0.389	5.71	hair colour	1.395dz	0.63dz	0.22
210 cc	2.14dz	0.63dz	0.29	FLUOR-I-STRIP (1370 Ayerst)				hair spray standard	1.745dz	0.785dz	0.26
liquid cream 13 oz	1.63dz	0.48dz	0.25	strips 2 x 100	2.19	..	..	large	2.29dz	1.03dz	0.34
almond oil 360 g	1.63dz	0.48dz	0.25	200	2.19	..	..	economy	3.515dz	1.58dz	0.53
delacquer 26 g	0.31dz	0.09dz	0.06	FOLAEMIN (1061 Riker)				protein plus shampoo			
shampoos existing entry			d	tablets 100	0.44			sachet	0.305dz	0.09dz	0.04
West End aerosol	2.95dz	1.29dz	0.54	FORTIOR (878 Napp)				bottle	1.32dz	0.395dz	0.18
hair thickener	1.04dz	0.46dz	0.17	tablets 25	0.18						
				150	0.90						

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
VEY'S (139 Bleasdale)	0.36	0.108	0.65 †s1	INSIDON (501 Geigy)	1.02	..	1.53 †s4B	tablets	1.25dz	..	0.15
conite powders	0.29	0.087	0.52 †s1	tablets 50 mg 100	..	..	d	Devonshire junket ..	0.56dz	..	..
mbrocation 7.5 dr	0.35	0.105	0.62†s1	pack of 150	2.85dz	..	..	soda mints 25 g	0.70dz	0.20dz	0.10
2½ oz	0.95	0.285	1.78 †s1	INSTANT POSTUM (304 Costa)	2.85dz	..	..	sulphur cello-bags	0.09	0.04	0.18
10 oz	0.31	0.093	0.56½	INSULEX (651 Insulex)	1.83	0.20	2.95	JACQUELLE (1412 Jackel)	0.10	0.03	0.18
air restoring ointment	0.32	0.096	0.57½	ice bucket 4 pt	..	..	d	Deep cleansing milk	0.09	0.04	0.18
ed lotion 1½ pt	0.43	0.129	0.77	Interacton (444 F.A.I.R.)	..	..	..	foam bath	0.09	0.04	0.18
2 pt .	0.36	0.108	0.65 †s1	INTERACTON (1563 Enzypharm)	..	..	..	lemon hand cream	0.10	0.03	0.18
orm and condition	0.36	0.108	0.65 †s1	INTRACEL (848 Minnesota)	..	..	..	shampoo	0.10	0.03	0.18
powders	0.36	0.108	0.65 †s1	cream ..	..	..	d	JAAP'S (660 Jaap)	5½ oz	1.10dz	0.33dz
with ball, without ball	0.36	0.108	0.65 †s1	INTRALGIN (1061 Riker)	0.16	..	†	health salt	8 oz	1.55dz	0.465dz
and for foals and yearlings	0.36	0.108	0.65 †s1	gel 50 g	0.32	..	†	JEYES (671 Jeyes)	..	..	0.04%
AD & SHOULDERS (1010 P & G) Southern, Tyne Tees, Yorkshire	0.36	0.108	0.65 †s1	liquid 250 ml	0.32	..	†	air freshener blocks (Whiz)	..	..	0.04%
id Ulster areas only —	0.36	0.108	0.65 †s1	INTRAVAL (971 PSMB)	0.32	..	..	fluid	284 ml	1.02dz	..
shampoo cream sachet	1.26	0.38	0.05%	ampoules 2.5% 0.5g 5	0.60	..	0.90 †s1s4A	570 ml	1.61dz	..	0.10
(3 dz)	1.15dz	0.345dz	0.15	25	2.52	..	3.78†s1s4A	1.14 l	2.94dz	..	0.16
medium	2.14dz	0.64dz	0.28	twin pack 2.5 g	2.05	..	3.07½†s1s4A	1 gal	0.78	..	0.29
large	1.26	0.38	0.05%	5%	..	..	..	8 gal	3.34	..	0.92
lotion sachet	1.15dz	0.345dz	0.15	twin pack 5 g	..	..	3.97½†s1s4A	..	..	..	3.94
medium	2.30dz	0.69dz	0.30	INTRIM (1568 Trentham)	..	..	..	toilet flats	..	..	0.06%
large	2.30dz	0.69dz	0.30	(distributors 994 P&M)	..	..	..	soft single	..	..	0.06%
slimming aid	..	..	..	ISO-AUTOHALER (1061 Riker)	2.06	..	†s4B	(3 dz)	..	..	0.12
complete	0.81	..	..	refill	0.81	..	†s4B	double	..	..	0.05%
ISO-PAK (16 AGL)	..	..	..	camera 1C	..	..	4.63%	babysoft single	..	..	0.10
ISOVON (878 Napp)	..	..	..	entire entry	..	..	d	double	..	..	0.07%
ISORDIL (1370 Ayerst)	100	0.80	†	tablets 5 mg	250	1.90	†	manilla single	..	..	0.14
250	1.90	†	..	10 mg	100	0.85	†	double	..	..	0.12%
250	2.00	†	..	250	2.00	†	..	toilet rolls	..	..	0.12%
INTEGRIN (1599 Winthrop)	100	1.69	..	capsules 10 mg	500	8.22	..	babysoft twin	..	..	0.08%
500	8.22	..	..	tablets 40 mg	250	8.92	..	manilla	..	..	0.37
250	8.92	..	..	JACKSON'S (662 EJ)	..	..	..	plastic white	..	0.30dz	1.03
Devon floral sachet	0.36dz	0.06dz	0.05	cachous	..	..	..	porcelain white	..	0.07	1.26
violet sachet	0.36dz	0.06dz	0.05	glucose confectionery	..	..	..	coloured	..	0.09	..
barley sugar drops	4 oz	0.72dz	0.12dz	0.10	..	..	..	JEYPINE (671 Jeyes)	200 ml	0.98dz	..
sticks	0.94	0.16	0.09 c	sticks No 10	100	0.85	..	disinfectant	340 ml	1.30dz	..
100	0.85	..	..	Devon butterscotch	4 oz	0.72dz	0.12dz	340 ml	1.99dz	..	0.11%
250	2.00	..	..	4 oz	0.72dz	0.12dz	0.10	570 ml	1.99dz	..	0.17%
mixed fruit drops	4 oz	0.72dz	0.12dz	0.10	..	..	..	1 gal	0.80	..	0.94
pastilles Arcadian fruit	0.59	0.10	0.02%	0.10	..	..	..	5 gal	3.53	..	4.20
sachet	0.59	0.10	0.02%	0.10	..	..	..	JONQUILLE (813 MF)	0.405	0.173	0.78
blackcurrant	4 oz	0.72dz	0.12dz	0.10	..	..	..	creme perfume	0.571	0.244	1.10
4 oz	0.72dz	0.12dz	0.10	0.10	..	..	..	dusting powder	0.337	0.144	0.65
creme de menthe	4 oz	0.72dz	0.12dz	0.10	..	..	..	eau de toilette spray	0.311	0.133	0.60
4 oz	0.72dz	0.12dz	0.10	0.10	..	..	..	perfume phial	0.166	0.071	0.32
Devon fruit	4 oz	0.64dz	0.11dz	0.09	..	..	..	talc new design	0.166	0.071	0.32
4 oz	0.64dz	0.11dz	0.09	0.09	..	..	..	Joyel (317 CS) existing entry	..	..	d
natural lemon	4 oz	0.72dz	0.12dz	0.10	..	..	..	JOYEL (317 CS)	1½ oz	0.72	0.325
4 oz	0.72dz	0.12dz	0.10	0.10	..	..	..	Cologne	3½ oz	1.32	0.595
tangerine	4 oz	0.72dz	0.12dz	0.10	..	..	..	perfume	½ oz	0.72	0.325
4 oz	0.72dz	0.12dz	0.10	0.10	..	..	..	½ oz	1.38	0.62	3.00
travel mints	4 oz	0.72dz	0.12dz	0.10	..	..	..	½ oz	2.20	0.99	4.75
4 oz	0.72dz	0.12dz	0.10	0.10	..	..	..	JUNIVITE (147 Boots)	200 ml	1.60dz	..
lozenges	25 g	0.77dz	..	..	..	..	..	childrens vitamin syrup	..	..	0.20
bismuth	50 g	0.93dz	0.27dz	0.14½	..	..	..	JUNO JUNIPAH (312 AC)	..	1.49dz	0.45dz
bismuth dyspepsia	50 g	0.93dz	0.27dz	0.14½	..	..	..	salts	..	..	0.20%
50 g	0.93dz	0.27dz	0.14½	0.14½	..	..	..	JUSTINE (Feraud) (480 FP)	0.75	0.34	1.70
bottle of 50	1.15dz	0.33dz	..	..	..	..	..	eau de toilette	2 oz	1.30	0.58
sachet	0.47	0.08	0.02	..	..	..	..	4 oz	1.30	0.58	2.80
Duskies	0.47	0.08	0.02	..	..	..	..	16 oz	2.80	1.26	6.20
lime flavoured sulphur	0.72dz	0.21dz	..	..	..	..	..	atomiser	2½ oz	1.60	0.72
linseed liquorice	0.41dz	..	..	0.05	..	..	..	perfume	½ oz	0.70	0.32
linseed, liquorice and	..	..	..	0.10 †DD	..	..	..	½ oz	1.35	0.61	3.00
chlorodyne	0.82dz	..	..	0.10 †DD	..	..	..	½ oz	2.25	1.01	5.00
mintettes	0.27dz	0.05dz	0.04	0.04	..	..	..	2 oz	5.40	2.43	12.10
snow fruits	0.47	0.08	0.02	0.02	..	..	..	atomiser	½ oz	1.40	0.63
3 dz	0.47	0.08	0.02	0.02	..	..	..	Katkins (967 Petfoods) entire entry	..	..	d
2 dz	0.47	0.08	0.02	0.02	..	..	..	KATKINS (967 Petfoods)	handy	2.06	0.32
snow mints	0.47	0.08	0.02	0.02	..	..	..	large	2.58	0.41	0.07½
2 dz	0.47	0.08	0.02	0.02	..	..	..	large	2.58	0.41	0.07½
2 dz	0.47	0.08	0.02	0.02	..	..	..	KAYLENE (684 Kaylene)	150 g	1.442dz	0.435dz
pastilles	50 g	0.96dz	0.27dz	0.15	..	..	..	(distributors 1545 Vestric)	..	..	0.21
antiseptic throat	50 g	0.96dz	0.27dz	0.15	..	..	..	KAYLENE-OL (684 Kaylene)	450 ml	3.00dz	0.90dz
blackcurrant and glycerin	50 g	0.93dz	0.16dz	0.13½	..	..	..	(distributors 1545 Vestric)	450 ml	3.00dz	0.90dz
50 g	0.93dz	0.16dz	0.13½	0.13½	..	..	..	phenolphthalein	450 ml	3.00dz	0.90dz
bronchial catarrh	50 g	0.96dz	0.27dz	0.15	..	..	..	KEARSLEY'S (685 Kearsley) entire entry	..	..	d
catarrh	50 g	0.87dz	0.25dz	0.13½	..	..	..	KEEPAWAY (1169 BGS)	55 ml size	..	..
childrens cough	50 g	0.96dz	0.27dz	0.15	..	..	..	KELFIZINE (973 Pharmitalia)	..	..	d
Creds	50 g	0.96dz	0.27dz	0.15	..	..	..	syrup	..	..	d
Envoy	50 g	0.96dz	0.27dz	0.15	..	..	..	KELFIZINE W (973 Pharmitalia)	20 ml	0.48	†s4BTS
eucalyptus and menthol	50 g	0.96dz	0.27dz	0.15	..	..	..	suspension adult	10 ml	0.30	†s4BTS
50 g	0.97dz	..	..	0.12	..	..	..	paediatric	..	..	d
Gee's linctus BPC	50 g	0.97dz	..	0.12 †DDI	..	..	..	K. H. 3 (1490 IAPS)	..	..	i
50 g	0.97dz	..	..	0.12 †DDI	..	..	..	K. H. 3 (1556 Farillon)	..	..	..
glycerin lemon and honey	50 g	0.93dz	0.16dz	0.13½	..	..	..	KINX (1073 Robinson)	..	..	..
50 g	0.97dz	..	..	0.12	..	..	..	pleated wool mini	..	2.75	..
glycerin thymol	50 g	0.97dz	..	0.12	..	..	..	(6 dz)	..	..	..
liquorice mentholated	50 g	0.96dz	0.27dz	0.15	..	..	..	..	..	..	..
bronchial	50 g	0.96dz	0.27dz	0.15	..	..	..	..	..	..	..
night cough	..	0.96dz	0.27dz	0.15 †DDI	..	..	..	..	..	..	..
pholcodine	..	1.17dz	..	0.15 †DDI	..	..	..	..	..	..	..
Ress-Q	1 oz	0.93dz	0.27dz	0.14½	..	..	..	..	..	..	..
pellets	..	..	..	..	..	..	..	..	..	..	..
Imps	..	0.41	0.12	0.02	..	..	..	..	..	..	..
(3 dz)	..	0.41	0.12	0.02	..	..	..	..	..	..	..
liquorice and menthol	..	0.74dz	..	0.09	..	..	..	..	..	..	..
..	..	0.74dz	..	0.09	..	..	..	..	..	..	..

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p	
KIT-E-KAT (967 Petfoods)				LI-LO (308 Cow)				MAWS (810 Maw)				
handy	2.83	0.45	0.05½	air cushion 18 x 13 in ..	0.415	..	0.62½	Nursery products				
(6 dz)	(6 dz)	(6 dz)		print on one side ..	0.475	..	0.71	baby bathtime				
large	3.27	0.52	0.09½	air pillow 18 x 13 in ..	0.29	..	0.44	348.11	2.45dz	0.735dz	0.36	
(4 dz)	(4 dz)	(4 dz)		print on one side ..	0.375	..	0.56	baby packs				
munchies	2.32	0.37	0.18	baby pants (elastic leg)				bath time	347.16	0.60	0.095	0.95
(1½ dz)	(1½ dz)	(1½ dz)		small,med,large (2)	0.85	..	0.12½	change time				
K-LENS (810 Maw)				ex.large (2)	0.10	..	0.15	347.15	0.42	0.075	0.66	
eye lotion	2.62dz	0.785dz	0.40	cot sheets 27 x 18 in	1.35dz	0.15dz	0.19	347.18	0.95	0.31	1.69	
				36 x 27 in	2.48dz	0.27dz	0.33	gift pack				
KOMPO (1329 White)				hot water bottles				baby powder				
liquid	4 oz	1.30dz	0.39dz	Airflow junior	0.325	..	0.49	100 g	351.01	0.95dz	0.285dz	0.14
				double heat..	0.375	..	0.56	230 g	351.04	1.65dz	0.495dz	0.25
KURLASH (957 Perl)				standard	0.395	..	0.59½	cream	347.01	1.29dz	..	0.16
eyelash curler	7.20dz	3.248dz	1.20	major	0.44	..	0.66	lotion				
refill	2.16dz	0.972dz	0.35	Sheerline	0.395	..	0.59½	115 cc	347.06	1.68dz	0.505dz	0.25
LACTOCALAMINE (325 CA)				Nimbus	0.39	..	0.58½	215 cc	347.07	2.49dz	0.745dz	0.36
hand cream	50 g	1.41dz	0.63dz		0.31			nappy liners				
110 g			d	020700	0.31			25	375.04	1.32dz	..	0.16
LACTOL (67 Ashe)				020600	0.31			50	375.05	2.32dz	..	0.29
8 oz	2.45dz	0.43dz	0.30	021100	0.325			100	375.06	4.10dz	..	0.49
2½ lb	10.01dz	1.76dz	1.20	020300	0.35			one way (2 liners)				
5 lb	1.41	0.25	2.00	020200	0.35			375.40	1.41dz	..	0.35	
20 lb	5.06	0.89	6.50	021500	0.34			347.21	1.57dz	0.705dz	0.26	
packs of 7 oz and 1½ lb			d	021680	0.365			347.22	2.26dz	1.105dz	0.37	
biscuits	1.11dz	0.19dz	0.14½	020500	0.365			pants				
drops large size			d	rubber sheeting				327/78/88/89/90				
LAEVORAL (218 Calmic)				36 in x 12 yd	0.265				0.61dz	..	0.07	
250 ml	0.65	0.195	1.17	per yard				Tufty pants all sizes	1.68dz	..	0.21	
LAEVORAL-C (218 Calmic)				LINDEN VOSS (261 Christy)				Tufty Tails				
liquid	100 ml	0.34	0.10	anti-perspirant aerosol	8.33dz	2.50dz	1.25	10	356.11	1.47dz	..	0.15
LAEVOTONINE (218 Calmic)				cream	7.00dz	2.10dz	1.05	20	356.12	2.52dz	..	0.26
100 ml	0.26	0.08	0.47 †s1	roll-on	7.00dz	2.10dz	1.05	30	356.13	3.47dz	..	0.36
LAEVUFLEX (503 G)								newborn	356.14	2.43dz	..	0.25
500 ml	1.10	..	..	LIPCOTE (137 Blakoe)				soothers Cherub				
L'AIMANT (301 Coty)				small	0.15	0.07	0.30	339.08	0.48dz	..	0.06	
talcum	170 g	0.425	0.11 0.85	large	0.23	0.105	0.45	feeders				
120 g			d					pyrex				
LAK-AWAY (1351 WLU)				LIPIODOL (971 PSMB)				4 oz	302.11	1.77dz	..	0.22
shampoo	sachet	1.20	0.36	ultra fluid	10 ml	0.56	0.84	comp. 8 oz				
(3dz)	(3dz)	(3dz)	0.06	viscous	20 ml	0.56	0.84	302.00	1.96dz	..	0.24	
LANGDALE'S (728 Langdale)								spare 8 oz				
10 oz	6.10dz	1.83dz	0.80	LIPOFLAVONOID (757 Lewis)				302.01	1.68dz	..	0.21	
large size 0.93½			d	capsules	100	12.80dz	3.84dz	8 oz	303.22	1.63dz	..	0.20
LANGS (373 DHL)				500	59.20dz	17.76dz	8.88	polythene comp.				
colour sprays	6 oz	2.40dz	1.03dz					8 oz	303.12	1.61dz	..	0.20
crystal clear wig spray	6 oz	1.90dz	0.82dz	LIPOTRIAD (757 Lewis)				4 oz	303.13	1.48dz	..	0.18
6 oz	3.40dz	1.45dz	0.57	capsules	100	10.60dz	3.18dz	8 oz	303.12	1.61dz	..	0.20
16 oz	3.40dz	1.45dz	0.57	1000	98.80dz	29.64dz	14.81½	4 oz	303.13	1.48dz	..	0.18
mens toupee spray	6 oz	1.90dz	0.82dz	liquid	200 ml	7.50dz	2.25dz	dinky				
6 oz	3.40dz	1.45dz	0.57	1 l	35.20dz	10.56dz	5.28	glass	360.00	1.52dz	..	0.19
wig cleaning fluid	1 pt	3.00dz	..	LISIUM (201 Brunton)				polycarbonate	360.03	1.48dz	..	0.18
dry cleaning fluid	1 pt	3.40dz	..	vaginal spray	..	0.17	0.07½	polythene	360.02	1.35dz	..	0.17
wig set gel	sachet	3.00dz	1.28dz	LIVOX (878 Napp)				360.02	1.35dz	..	0.17	
4 oz	1.80dz	0.78dz	0.31	capsules	100	0.60	2.50	gripe mixture	150 cc	1.19dz	0.355dz	0.18
10 oz	3.60dz	1.54dz	0.63	500	2.50			497.03	1.19dz	0.355dz	0.18	
nail enamel drier	8 oz	3.00dz	1.28dz	L'ONGLEX (256 CPL)				junior shampoo				
16 oz	4.80dz	2.06dz	0.83	nail polish cream	1.12dz	0.50dz	0.17	125 cc	348.02	1.79dz	0.535dz	0.27
LANTIGEN B (729 Lantigen)				pearl	1.45dz	0.65dz	0.22	215 cc	348.03	2.62dz	0.78dz	0.38
(distributors 810 Maw)				polish remover	20 g	0.79dz	0.36dz	0.12	K L N suspension			
oral vaccine B	0.80	0.24	1.45	LOREL (761 Lilia-White)				497.05	1.06dz	0.32dz	0.16	
LANTIVAC (729 Lantigen)				cotton wool	standard	0.620dz		nylon bottle brushes				
(distributors 810 Maw)				economy	1.729dz			306.02	0.66dz	..	0.08	
18 ml	0.80	0.24	1.45	LOREXANE (649 ICI)				petroleum jelly				
LARGACTIL (971 PSMB)				concentrate packs of 50 and 500 ml				85 g	338.02	1.04dz	..	0.13
suspension forte	1 l	4.34	..	LOTEX (534 GT)				255 g	338.01	1.91dz	..	0.23
LEMON DELPH (496 Garsalle)				skin cream	56 ml	0.07½	0.02	Simplex brush	306.03	0.79dz	..	0.09
freshener	2.68dz	1.21dz	0.43	112 ml	0.11½	0.03½	0.22	feeding bottle (heat				
LEMPAK (261 Christy)				LOUGHREYS (658 IMM)				resisting glass) complete				
beauty mask	sachet	0.55dz	0.25dz	carrageen	113.4 g	0.13	..	with teat, cap and				
tube	1.535dz	0.68dz	0.25	Irish moss pastilles	37.8 g	0.045	0.013	disc	304.25	2.08dz	..	0.26
cleansing lotion	1.35dz	0.605dz	0.22	syrup	100 ml	0.085	0.025	pyrex comp.	304.00	2.50dz	..	0.31
skin freshener	1.35dz	0.605dz	0.22	200 ml	0.11	0.033	0.20	spare	304.01	2.10dz	..	0.26
LEM-SIP (1037 Reckitt)				LYSIVANE (971 PSMB)				polycarbonate 4 oz				
junior	8	1.48dz	0.412dz	tablets 50 mg	50	0.35	..	304.21	1.68dz	..	0.21	
LEMSKIN (67 Ashe) existing entry				MACLEANS (105 BTD)				8 oz	304.22	1.76dz	..	0.22
LEMSKIN (67 Ashe)				toothbrushes	..	..	..	spare cap and disc				
18 g	0.60dz	0.26dz	0.10½	MADECASSOL (1077 Rona)				306.05	0.44dz	..	0.06	
40 g	0.96dz	0.42dz	0.16½	ointment 1%	10 g	0.40	0.12	sterilising unit				
LENTHERIC (753 Lenthéric)				MAFU (506 Gerhardt)				0.555	0.025	0.85		
LENTHERIC (1574 LM)				insecticide strip	10	0.305	..	12	1.36dz	..	0.16	
LERGOBAN (1061 Riker)				MAGNAPEN (103 Beecham)				24	2.24dz	..	0.27	
50	0.68	..	..	capsules	20	2.50	TS	supple oil				
200	2.24	..	..	100	11.80		TS	125 cc	347.11	2.15dz	0.97dz	0.35
LEUCOVORIN (746 Lederle)				vials	10	3.68	TS	215 cc	347.12	3.03dz	1.365dz	0.48
ampoules 3 mg/ml	10	3.20	..	MAGSORBENT (684 Kaylene)				Nursery Sundries				
packs of 6			d	(distributors 1545 Vestric)				feeder beaker	396.45	1.55dz	0.163dz	0.21
LEVIUS (973 Pharmitalia)				powder	50 g	0.98dz	0.295dz	feeding sets				
tablets	20	0.15	0.045	150 g	1.91dz	0.575dz	0.27	396.30/31	3.05dz	0.345dz	0.40	
250	1.75	..	..	65	1.45dz	0.435dz	0.21	396.05/06	3.30dz	0.375dz	0.45	
LIGA (760 Liga)				MAJA (317 CS)				bib plastic	397.60	0.79dz	..	0.10
3 way food	0.87dz	..	..	talc	4½ oz	0.28	0.125	terry	397.50	0.95dz	..	0.12
gluten free biscuits	1.15dz	..	..	MAJEPTIL (971 PSMB)				keep warm plate				
LILIA (761 Lilia-White)				tablets 1 mg				396.35	5.30dz	0.595dz	0.70	
sanitary belts				pack of 250				Proprietaries				
adjustable	0.996dz	0.117dz	0.12½	5 mg				cold sore ointment				
towels new disposable				pack of 250				437.00	0.80dz	0.24dz	0.12	
6	0.783dz	..	..	M&B (971 PSMB)				golden eye ointment				
12	1.417dz	..	..	dental cones				429.00	1.00dz	0.30dz	0.15	
LIL												

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
glycerin BP and thymol BP 1 oz	0.67dz	..	0.07½	MYLETO (875 MPL) (distributors 1282 VB)				ODOL (235 CW)			
X FACTOR (813 MF)				cream	2.70dz	1.215dz	0.45	mouthwash	45 cc	1.66dz	0.47dz 0.23
eye shadow				lotion	2.70dz	1.215dz	0.45	85 cc	2.66dz	0.76dz 0.37	
Precious duos ..	0.228	0.097	0.44	MYNAH (746 Lederle)				60 g	1.08dz	0.31dz 0.15	
Whipped cream make up	3.63	1.55	0.70	tablets 200	84	4.45	6.67%TS	107 g	1.93dz	0.55dz 0.27	
DIHALER ERGOTAMINE (1061 Riker)				250	84	5.53	8.29%TS				
5 dose	0.95		†s4B	300	84	6.60	9.90 TS	OILATUM (1191 Stiefel)			
DIHALER-DUO (1061 Riker)				365	84	8.00	12.00 TS	application	0.30	0.09	0.54
100 dose	0.95		†s4B					bar	0.20	0.06	0.36
DIHALER-EPI (1061 Riker)								emollient	0.42	0.126	0.76
100 dose	0.81		†s4B	NAIR (235 CW)							
DIHALER-ISO (1061 Riker)				cream sachet	12 g	0.86dz	0.37dz 0.13	OIL OF ULAY (496 Garsalle)			
400 dose	0.81		†s4B	tube 30 g	1.81dz	0.77dz	0.27	4 oz	5.88dz	2.65dz	0.95
forte 400 dose	0.95		†s4B	lotion sachet 25 g	0.86dz	0.37dz	0.13	8 oz	7.68dz	3.46dz	1.25
DOMET (1548 DDSA)				tube 115 g	2.86dz	1.22dz	0.43	OKASA (325 C-A)			
tablets 100	1.65		†s4B	NAPPICLEN (810 Maw)				OKASA (690 Keldon)			
500	7.60		†s4B	powder 500 g	2.98dz	..	0.35	OOZOO (250 Cheetham)			
DOMIN (501 Geigy)				NESTOSYL (115 Bengue)				denture powder small	0.70dz	0.21dz	0.10%
tablets packs of 1000			d	anaesthetic oil				large	1.05dz	0.31dz	0.15½
GGESON (1333 WL)				aerosol	0.35	0.105	0.57%†	ORGANIDIN (1305 WB)			
astilles				dp500 g	1.25	..	†	solution 25 ml	0.29	0.087	0.52
catarrh ..	0.92dz	0.26dz	0.13%	NEUTRAPEN (1061 Riker)				ORLANE (1145 Sirex)			
cherry cough ..	0.92dz	0.26dz	0.13%	vial	2.00			eyebrow pencil			
Gee's linctus BPC ..	0.80dz	..	0.10 DDI	NEUTROLACTIS (1098 Sandoz)			d	gold/silver .. ..	..	..	1.00
glycerin of thymol ..	0.92dz	0.26dz	0.13%	NEUTROLACTIS (1303 Wander)			i	eye shadow/			
GGEZONES (1333 WL)				NICHOL (1466 Nichol)				cheek gleamer .. ..	..	..	1.75
astilles cartons	1.08dz	0.31dz	0.15%	bubble bath	1.00dz	0.30dz	0.16½	OR-LEM (918 Or-Lem)			
astilles tins (restricted area				shampoo 500 cc	1.20dz	0.36dz	0.28	black currant low calorie			
only)	1.26dz	0.36dz	0.18	NIEGLOH (580 DH&Co)				drink	0.90dz	tax paid	0.10
ANTHACOL (976 PL)				nail clippers					1.25dz	tax paid	0.14
old remedy	2.345dz	0.635dz	0.30	9.9 cm N4/S	9.20dz	..	1.15	syrop	1.25dz	tax paid	0.14
COLISED (994 P & M)				11.0 cm N4/M	11.25dz	..	1.41	cordials	1.80dz	tax paid	0.20
ax	1.85dz	0.835dz	0.29	NIKINI (1073 Robinson)				milk shake syrups	1.39dz	tax paid	0.15
THEPH (878 Napp)				pads 12	4.32	..	0.12	pure lemon juice	2.12dz	tax paid	0.23
tablets 25	0.14	..	†	sanitary garment white	3.002dz	0.338dz	0.36½	sweetened	1.25dz	tax paid	0.14
100	0.40	..	†	NIROLEX (147 Boots)				squashes	1.80dz	tax paid	0.20
OREN (501 Geigy)				125 ml	1.60dz	0.48dz	0.24	low calorie	1.25dz	tax paid	0.14
ampoules 225 mg/1.5 ml	..	..	d	NITA LADDER STOP (331 CotC)				1.80dz	1.80dz	tax paid	0.20
100	..	..	d	aerosol ..	1.92dz	..	0.24	1.39dz	1.08dz	tax paid	0.15
RALEVE (657 IL)				NIVEA (1164 SSL)				ORTH (922 Ortho)			
tablets (pink pack) 12	0.2333	0.069	0.42 †DDI	creme				vaginal diaphragm	0.66	..	0.99
OSPRAY (75 Avlex)				368	1.361dz	0.585dz	0.21	ORTHO-CREME (922 Ortho)			
(distributors 649 ICI)				tube 1613	1.136dz	0.495dz	0.17	tube only	0.31	..	0.47
rosol perfumed				polystyrene jar 1615	2.48dz	1.068dz	0.38	ORTHO-GYNOL (922 Ortho)			
120 g	2.87dz	1.29dz	0.45	1616	3.833dz	1.652dz	0.58	tube only	0.31	..	0.47
ALKA (289 Concept)				dry skin lotion 1705	1.331dz	0.57dz	0.20	OSPENEFF 125 (1098 Sandoz)			
tablets 360	1.04	0.31	1.75	1706	2.324dz	0.998dz	0.35	tablets 125 mg	20	0.40	0.60 TS
ERS (876 MP)				liquid	100 cc	1.625dz	0.705dz	100	2.00	..	3.00 TS
velashes				175 cc	2.299dz	0.999dz	0.35	OSSOPAN (11 ASL)			
feathers	3.31dz	1.49dz	0.54	soap toilet	1805	0.572dz	0.166dz	powder	20 g	0.55	0.16
overs'n unders	3.31dz	1.49dz	0.54	triple	1807	1.347dz	0.389dz	50 g	1.26	0.38	2.28
LDOLL (1189 I & MS)				bath	1806	0.827dz	0.236dz	30	0.37	0.11	0.66
oil stylers sapphire dust				double	1808	1.347dz	0.389dz	150	1.60	0.48	2.88
No 144	2.11dz	0.91dz	0.34	NORFLEX (1061 Riker)				1000	9.20	2.76	16.56
No 146	2.67dz	1.16dz	0.43	ampoules 2 ml	3	0.40	†s4B	100	0.55	0.165	1.00 †s4B
No 148	3.04dz	1.32dz	0.49	tablets 100	1.13		†s4B	PADDI (1073 Robinson)			
No 184	1.37dz	0.59dz	0.22	NORGESIC (1061 Riker)				cotton wool balls			
No 186	1.68dz	0.73dz	0.27	tablets 100	0.79		†s4B	coloured	50	1.667dz	..
No 196	3.10dz	1.34dz	0.50	dp 500	3.68		†s4B	white	100	1.065dz	..
OVLAR (1479 SCL)				NORINYL-1 (1584 Syntex)				100	0.161	..	0.22½
multipack			d	tablets				PAL (967 Petfoods)			
multipack			d	multi-pack 20 x 21	5.65		†s4B	handy	3.61	0.57	0.07
KAOLIN ARMOMAT (576 PH)				tablets				large	(6 dz)	(6 dz)	
500 ml	0.21	..	0.30	NORINYL-2 (1584 Syntex)					4.29	0.68	0.12½
CHUM (1520 IPM)				multi-pack 20 x 21	6.33		†s4B	PALETTE (1111 Corionel)			
lanchair	1.27	0.57	2.40	NORTHANDS (899 JND)				clear set	..	..	0.11
poterica cream				gloves for men	0.231	0.024	0.38	colour set	..	..	0.12
special	1.27	0.57	2.40 †	NORTHERN (1570 NBL)				PARAGESIC (1098 Sandoz)			
ormonex beauty serum				hairdryers				tablets 6	0.13	0.039	0.23
1 oz	0.69	0.31	1.41	hand	NHD 10	..	4.95	PASSIORINE (115 Bengue)			
ap (3)	0.93	0.275	1.70 †	with hood,	100 ml	..	6.95	500 ml	0.20	0.06	0.33
IN VOSS (261 Christy)				hose and stand	NHD 12	..	..		0.73	0.22	
6.46dz	2.91dz	1.05		with hood, hose,	stand, brush, comb	..	..	P.C.M. (878 Napp)			
ORE'S (878 Napp)				and nozzle	NHD 13	..	7.95	tablets 100	0.28		
ething jelly	0.14	..	0.19	man's	NHD 11	..	5.45	500	1.20		
THULIN (1007 PL)				portable	NHD 51	..	9.95	2500	5.95		
mentment	50 g	0.125	0.0375	NOVOTRIAD (971 PSMB)				PEARS (412 Elida)			
dp 350 g	0.60		0.23	suspension 1 l				baby soap	..	0.665dz	0.20dz
nder	110 g	0.125	0.0375	NOXACORN (312 AC)				transparent soap	toilet	0.66dz	0.20dz
NING PRIDE (312 AC)				corn remover	0.98	0.029	0.16	bath	0.99dz	0.295dz	0.12
ave cream brushless				NOXZEMA (690 Keldon)				PEDIGREE CHUM (967 Petfoods)			
mentholated tube	0.103	0.031	0.17	instant shave	..	..	d	handy	3.87	0.61	0.07½
rdinary brushless tube			d	NUBILACTUM (1600 SHL)					(6 dz)	(6 dz)	
NY (862 Morny)			i	cream aerosol	1.05	tax paid	1.85	PEDOSAN (1514 Brocapharm)			
NY (1574 LM)				cream aerosol	..			callous plasters	..	2.35dz	0.70dz
ntasy				NU-SEALS (413 Lilly)				corn plasters	..	2.35dz	0.70dz
roller perfume				potassium chloride				Penicillin V Sulpha (413 Lilly)			
ter perfume (French Fern,				500 mg	100	..	d	tablets 100	..	..	d
sandalwood)				Nutrament (1498 MJ) existing entry			d	tablets 50	0.80	..	1.06½TS
CETS (848 Minnesota)				NUTRAMENT (172 BMCL)				packs of 20 and 100			d
outh ulcer tablets 20	1.17dz	0.351dz	0.17	liquid meal	..	0.208	0.26	PENTOXYLON (1061 Riker)			
(172 BMCL)				NUTREGEN (1438 RHM)				tablets 100	0.48		†s4B
osol	120 g	0.234	0.105	high fibre crispbread ..				PERNIONE (576 PH)			
logne	..	0.349	0.157	refill	1.224dz	..	0.12	ointment 25 g	0.10	0.03	0.18
odorant stick	..	0.103	0.046	ladies razor	1.97dz	0.886dz	0.32	PEROLYSIN (971 PSMB)			
linist	120 g	0.252	0.113	blades (5)	1.416dz	0.637dz	0.23	tablets 1 mg	500	1.30	..
lette unperfumed				NYSTAN (1176 Squibb)				PEROX-CHLOR (662 EJ)			
28 cc	0.172	0.052	0.29	pessaries	15	0.42	..	tube 1oz	1.16dz	0.50dz	0.20
42 cc	0.214	0.064	0.36	vaginal tablets	100	2.64	..	jar 1oz	1.16dz	0.50dz	0.20
28 cc	0.15	0.045	0.25	Oculucidon (444 F.A.I.R.)				jar 2½oz	2.02dz	0.86dz	0.35
lette perfumed	28 cc	0.169	0.076	OCULUCIDON (1563 Enzypharm)				PERRIER (1519 SA)			
42 cc	0.213	0.096	0.39					splits	1.74	0.32	0.12
28 cc	0.152	0.068	0.27					(2 dz)	(2 dz)	(2 dz)	
lette for men	..	0.189	0.085					half bottles	2.24	0.41	0.15½
28 cc	0.162	0.073	0.30					(2 dz)	(2 dz)	(2 dz)	
fill	..	0.103	0.046					bottles	1.99dz	0.36dz	0.26½
k	..	0.113	0.051								
k for men											

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
PERTUSA (147 Boots) cough linctus 120 ml 0.67dz 0.20dz 0.10 † 240 ml 1.27dz 0.38dz 0.19 †				PRE-OP (503G) solution 10 oz 0.30 0.09				RENOTIN (1498 L & SL) cream 50 g 1.20 1.60 450 g 6.60 8.80 aluminised felt 0.90 1.20			
PETRON (1201 Supervite) universal atomiser .. 0.18 0.08 0.35				PREPARATION "H" (655 ICC) ointment 1.83dz 0.55dz 0.25 3.15dz 0.95dz 0.43 suppositories 6 1.47dz 0.45dz 0.20				RENTOKIL (1047 Rentokil) woodworm fluid 2.60 quick drying 1 gal 12.00 5 gal			
PHENERGAN (971 PSMB) tablets 10 mg 50 0.18 0.27 †s7 pack of 25 d 25 mg 50 0.24 0.36 †s7 pack of 25 d				PRETTI-NECK (1043 RBUK) contouring lotion 9.37dz 2.81dz 1.45 contour mask 8.76dz 3.94dz 1.50				RETCIN (1548 DDSA) tablets 100 2.95			
PHENOMET (180 BEP) tablets 15 mg 250 0.19 †s4A 1000 0.49 †s4A 30 mg 250 0.26 †s4A 1000 0.79 †s4A				PRIADEL (1531 Delandale) tablets 400 mg 100 1.23 1000 11.11				REVLON (1052 Revlon) colorshine 0.81 colour silk ultra soft blonde 1.10 <i>Eyemakers a la Carte</i> eye gleamer 0.85 eye shiners 0.66 lid lights 1.10 face make up cheek shines 1.32			
PHILIPS (977 PE) flash unit 16 27.61 20 36.09 20 C 40.23 25 C 22.66 Movie-light 13.24				PRIMITIF (813 MF) dusting powder 0.571 0.244 1.10 eau de toilette spray 25 g 0.337 0.144 0.65 50 cc 0.363 0.155 0.70 perfume phial 0.311 0.133 0.60 talc 0.166 0.071 0.32				REXALL (848 Minnesota) acne treatment cream lotion brewers yeast tablets g 7½ all packs bronchial and catarrh syrup both packs childrens cough mixture iron and brewers yeast tablets all packs rubber gloves lined tooth tincture triple action cough treatment zinc and castor oil cream Rheumajecta (444 F.A.I.R.) RHEUMAJECTA (1563 Enzypharm) RIBENA (103 Beecham) blackcurrant drink 0.23 standard 2.09dz 0.325dz 0.31 family 2.79dz 0.45dz			
PHOLTEX (1061 Riker) cough suppressant 100 ml 0.44 †DDI 1000 ml 4.17 †DDI				PRIMOBOLAN (1479 SCL) tablets 1 mg all packs d 5 mg 150 2.56 3.85 †s4B packs of 20, 100 and 500 d				RIGHT GUARD (514 Gillette) anti perspirant 130 g 2.87dz 1.23dz 0.44			
PHRODISINE (137 Blakoe) tablets 100 1.65 2.50 †s4B				PRIMOBOLAN DEPOT (1479 SCL) ampoules packs of 1 and 20 d				RINUREL (1310 WW) tablets packs of 10			
PICKLES (982 Pickles) Snufflebabe 1 oz 0.80dz 0.24dz 0.12 d				PRIMODIAN (1479 SCL) tablets pack of 150 d				RIPASON (11 ASL) tablets 30 0.42 0.63 150 1.88 2.82 vial 10 ml 0.58 0.87			
PIN-UP (412 Elida) home perm end curl 2.615dz 1.175dz 0.41 full head 3.98dz 1.79dz 0.63				PRIMODIAN DEPOT (1479 SCL) ampoules packs of 1 and 20 d				RISUNAL (503G) cream 20 g 0.20 0.06			
PLACIDEX (372 De Witt) syrup 50 ml 1.40dz 0.17 100 ml 2.16dz 0.27				PRIMOGEN DEPOT (1479 SCL) ampoules packs of 1 and 20 d				ROBADEN (11 ASL) ampoules 1 ml 6 0.62 0.18 1.08 30 2.52 0.76 4.54 tablets 30 0.61 0.18 1.08 150 2.52 0.76 4.54			
POLAROID (989 Polaroid) colorpack III 25.95 d				PRIMOSISTON (1479 SCL) ampoules packs of 1 and 20 d				ROBINSONS (1449 R & CFD) baby syrup 6 oz 1.385dz			

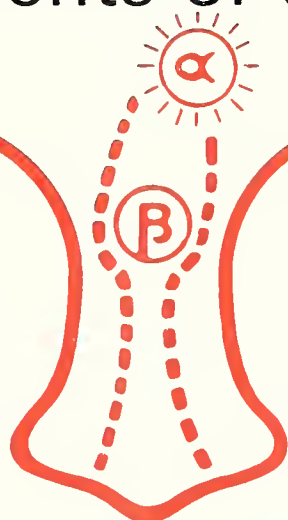


dricol*

(amidephrine mesylate drops and spray)

the new concept in nasal decongestion
for patients of all ages

Now—DRICOL gives prompt long-lasting relief from nasal congestion by selective stimulation of alpha-receptors alone. DRICOL produces rapid and sustained reduction of swollen mucous membranes and nasal secretions — without rebound congestion.



Until now other decongestants have also induced beta stimulation with subsequent rebound mucosal swelling. DRICOL is the first selective decongestant which actively prevents stimulation of beta-receptors and eliminates the problem of rebound congestion.

dricol*

is the only decongestant
which **actively eliminates** rebound congestion

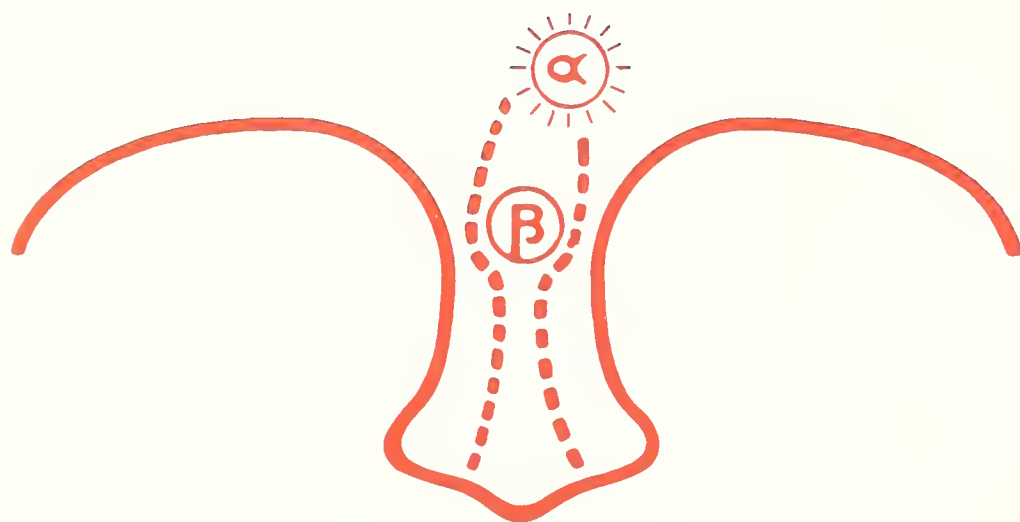
BRISTOL

Bristol Laboratories,
Division of Bristol-Myers Co. Ltd., Stamford House, Langley SL3 6EB

*Trademark

dricol*

the new concept in nasal decongestion with selective action on two receptor systems



DRICOL is a totally new chemical entity with unique pharmacological activity. It provides positive decongestant action by selectively stimulating alpha-receptors in the nasal mucosa. DRICOL is the only decongestant which actively prevents simultaneous stimulation of the beta-receptors responsible for mucosal engorgement. It thereby eliminates rebound congestion and thus avoids the need for frequently repeated applications. With other decongestants this may produce dependence and damage to the nasal mucosa.

DRICOL decongestant nasal spray and drops contain amidephrine mesylate—a unique molecule specifically designed to decongest without causing subsequent rebound congestion.

DRICOL will be extensively promoted to the medical profession and may also be prescribed by pharmacists. It is distinctively packaged in units of six sprays or dropper packs.

DRICOL decongestant nasal drops and spray are presented in low density polythene bottles each containing 15ml. of an 0.1% solution of Amidephrine Mesylate. The decongestant nasal drops provide a simple droplet delivery system which outmodes the conventional glass dropper.

The DRICOL counter unit is designed for immediate display. The illustrations below indicate the procedure to be followed.



1 Dricol unit pack on receipt from wholesaler



2 Flap raised to expose contents



3 Bottle assembly lifted to complete display.

DRICOL is available from all wholesalers in units of 6 decongestant sprays or 6 decongestant drops.

Price to trade per unit of 6 Dricol sprays or drops—£1.14.

Price to public per individual 15ml. Dricol spray or dropper pack 28½p.

Basic NHS cost per individual 15ml. Dricol spray or dropper pack 19p.

dricol*

Amidephrine Mesylate

Decongestant Nasal Spray and Drops

Product Data

Description

DRICOL (amidephrine mesylate), an effective topical vasoconstrictor, provides prompt, effective and prolonged nasal decongestion. This decongestant effect is virtually without irritation or rebound congestion. The formulation, which is for nasal application, is an essentially tasteless, buffered, isotonic, aqueous 0.1% solution of amidephrine mesylate. (Cetylpyridinium chloride is added to inhibit bacterial contamination.)

Pharmacology

DRICOL acts on two receptor sites. It shrinks swollen membranes by stimulating alpha-vasoconstriction and, at the same time, prevents rebound congestion by blocking beta-adrenergic-induced vasodilatation. It has good anti-inflammatory activity, is non-irritating, and does not suppress tracheal ciliary motility. Local nasal applications can be employed for several weeks, if required, without the development of drug tolerance or dependence.

Indications

DRICOL is indicated for the relief of nasal congestion associated with a variety of allergic and infectious disorders of the upper respiratory tract including: rhinitis, sinusitis, nasopharyngitis, the common cold, and similar conditions. It may also be used by the physician to permit a more thorough visual examination of the nasopharyngeal area. The drug produces rapid mucosal shrinkage which may be helpful in the adjunctive treatment of otitis media and eustachian tube obstruction. Because DRICOL is non-irritating, does not stimulate or depress the central nervous system, and is virtually without systemic side-effects, it may be used safely in children and in old patients whose general physical condition may make them particularly sensitive to the systemic effects of other sympathomimetic nasal decongestants.

Dosage and Administration

Nasal Drops—The nasal drops may be used in infants, children and adults. The usual dose is 2 to 3 drops in each nostril every 6 to 8 hours.

Nasal Spray—The nasal spray is recommended for use in adults and children. The usual dose is 2 or 3 sprays in each nostril every 6 to 8 hours as needed. The spray pack should be shaken before use and squeezed rapidly to produce a spray. The solution may be applied by tampon to reduce nasal mucosal swelling. DRICOL may be used at bedtime as it does not cause insomnia.

A maximum dose of 3 drops (or sprays) six times a day should not be exceeded.

Precautions/Contra-indications

DRICOL should be used with caution in individuals known to be sensitive to sympathomimetic amines. As with other drugs of this class; it should not be given to patients being treated with a monoamine oxidase inhibitor.

Side-effects

Side-effects with DRICOL are rare. Mild, transient burning, stinging or tingling sensations, and sneezing have been observed. Minor nasal complaints such as dryness or increased discharge have been reported. Because of the unique way in which DRICOL acts the incidence of rebound congestion is negligible.

Presentation

DRICOL Nasal drops in dropper bottle: 0.1%; plastic dropper bottles of 15ml.

DRICOL Nasal Spray: 0.1%; plastic squeeze bottles of 15ml.

Basic N.H.S. Cost: DRICOL Nasal drops and spray 19p.

Product Licence Holder—Bristol Myers Company Ltd., Stamford House, Langley, Slough, SL3 6EB., Bucks.

BRISTOL

Bristol Laboratories, Division of Bristol Myers Co. Ltd., Stamford House, Langley SL3 6EB.

		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p					
repe bandage B.P.C.	2 in	1.26dz	..	0.17½	SEVEN SEAS (176 BCLO)	cod liver oil	6 oz	1.53dz	..	0.17	SONALGIN (971 PSMB)	tablets	100	0.42	..	0.63 †s4ADDI	
	2½ in	1.58dz	..	0.21			16 oz	3.15dz	..	0.35							
	3 in	1.80dz	..	0.25		mint flavour	6 oz	1.71dz	..	0.19	SOOTHON (641 HSL)						
	3½ in	2.10dz	..	0.30		capsules	25	1.12dz	..	0.14	prickly heat powder						
	4 in	2.42dz	..	0.32			50	1.77dz	..	0.22	60 g	1.30dz	0.39dz	0.20			
	5 in	2.94dz	..	0.36			100	3.20dz	..	0.40							
	6 in	3.57dz	..	0.43			500	9.61dz	..	1.20	SORBITOL (EGIC) (1123 SLL)						
auze B.P.C.	1 yd	0.78dz	..	0.10		orange syrup	150 ml	2.07dz	..	0.23	30%	500 ml	1.05				
	3 yd	1.70dz	..	0.22½		Start right	1 oz	1.62dz	..	0.18							
	6 yd	3.11dz	..	0.36½		Formula 70 capsules	30	3.68dz	..	0.46	SOVOL (235 CW)						
	12 yd	6.05dz	..	0.71	SEVILAN (580 DH&Co)	acne cream	40 g	..	..	d	liquid	4 oz	2.10dz	0.60dz	0.29	
N PELLEGRINO (1519 SA)					SHEEN (923 OG)						tablets	12	1.08dz	0.31dz	0.15		
plits	2.13	0.38	0.14½			25 g	1.05dz	0.475dz	0.17			24	2.10dz	0.60dz	0.29		
alf bottles	2.70	0.48	0.18		SHERLEYS (67 Ashe)							50	2.74dz	0.78dz	0.38		
ottles	(2 dz)	(2 dz)			Coatacine	8 oz			d	SPARINE (1352 Wyeth)	Latabs	pack of 20				d	
	2.21dz	0.40dz	0.26		Laps				d								
VION (649 ICI)					liver snaps		1.11dz	0.19dz	0.14½								
abycare					Rheumatine tablets		1.17dz	0.34dz	0.17	SPECTRABAN (1191 Stiefel)	sun screen	60 ml	0.50	0.15	0.90		
napkin liners	50	2.24dz	..	0.28	rock sulphur		0.73dz	..	0.09								
iquid	100	3.68dz	..	0.46	Stop chew		2.00dz	..	0.25	SPONTEX (1174 Sponcel)	toilet sponges range						
ozenges	51	1.075	0.325	1.68½	supermice		1.81dz	0.53dz	0.25	SPONTEX (1174 Sponcel)						i	
ICK (1377 R & A)		0.90dz	0.27dz	0.14½	supersecticide		1.47dz	..	0.17½	(distributors 903 NPU)	toilet sponges						
				d	SHIELD (412 Elida)	anti-perspirant standard	2.435dz	1.095dz	0.36	cellulose baby		0.73dz	0.22dz	0.11			
					large	3.115dz	1.40dz	0.46	0.46	toilet		1.06dz	0.32dz	0.16			
ICK (631 Hudnut)				i	SHINE (412 Elida)	hair conditioner aerosol	6 oz	2.825dz	1.27dz	0.43	shower		1.43dz	0.43dz	0.21½		
HOLL'S (1108 SMC)					SIDROS (992 P & C)	(distributors 372 DeWitt)					bath		1.065	0.32	0.32		
rch cushions	pr	0.43	..	0.65	tablets	100	3.04dz	..	0.38		velure	baby	0.73dz	0.22dz	0.11		
ath salts					1000	19.96dz					shower		0.96dz	0.29dz	0.14½		
large	pr	1.10dz	0.495dz	0.19	5000	5.00					bath		1.36dz	0.41dz	0.20½		
ogs		3.15	..	4.50	SIGNAL (412 Elida)					SPRAY-MATE (506 Gerhardt)	Cologne	50 g	3.60dz	1.62dz	0.69		
ot exercise sandals					toothpaste	standard	1.125dz	0.34dz	0.15	S. R. (412 Elida)							
leather look flat	pr	2.06	0.232	3.20	large	1.625dz	0.49dz	0.22	0.22	toothpaste	standard	1.125dz	0.34dz	0.15			
heeled	pr	2.27	0.255	3.50	economy	2.24dz	0.67dz	0.30	0.30	large	1.625dz	0.49dz	0.22				
side buckled	pr	2.53	0.285	3.90	family	2.76dz	0.83dz	0.37	0.37	economy	2.24dz	0.67dz	0.30				
mens	pr	2.06	0.232	3.20	SILKY (1466 Nichol)					family	2.76dz	0.83dz	0.37				
wooden flat	pr	1.92	..	2.75	hair spray	140 g	1.10	0.495	0.26	STERICREPE (99 B&J)	bandage	2 x 36 in	0.14	..	0.20		
childrens	pr	1.32	..	1.99	talc	0.98	0.44	0.30	0.30	3 x 36 in	0.20	..	..	0.30		
heeled	pr	2.24	..	3.20	SILVIKRIN (105 BTD)												
cut out	pr	3.15	..	4.50	hair spray regular	1.765dz	0.79dz	0.26	0.26	STEROGYL-15 (1087 Roussel)	oral	3	0.32				
interweave	pr	3.15	..	4.50	SIMBIX (67 Ashe)					ointment							
two strap	pr	3.15	..	4.50	diet biscuits (bacon					120 g	..	..	..	..	d	
oroplast adhesive					grill, cheese crackers					28 g	0.21	0.065	0.35½†				
bandages 2½ in	3.24	..	..	0.41	cheese and apple,					Stimulash (1382 Garotta)				d		
3 in	3.80dz	..	..	0.48	barbecued meat)	2.26dz	..	0.								

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
SUNSILK (412 Elida)				TABAC ORIGINAL (443 Eylure)				TOFRANIL (501 Geigy)			
conditioner				eau de Cologne 15 cc	..	..	0.32	tablets 25 mg 100	1.36	..	2.04
sachet 0.40dz	0.18dz	0.06		hair gel	..	..	0.87	pack of 50	..	..	1.06
bottle 1.47dz	0.66dz	0.22		shaving foam 150 g	..	..	1.33	10 mg 100	0.71	..	1.06
hair spray standard 1.975dz	0.89dz	0.29		80 g and 135 g sizes	..	..	d	packs of 60 and 250	..	..
large 2.725dz	1.225dz	0.41		soap-on-a-rope	..	..	1.25				
economy 4.11dz	1.85dz	0.62									
shampoos for normal, greasy, dry or dull hair				TABLOID (208 BW)				TOTAL (533 Grabowski)			
bottle 1.32dz	0.395dz	0.18		cascara sagrada 300 mg	..	..	d	tablets 42	2.10dz	0.63dz	0.32
magnum 1.96dz	0.59dz	0.27		pack of 25	..	..			
				TAMPOVAGAN (221 Camden)				TOM CAXTON'S TRUE BREW (1449 R&CFD)			
SUPAVITE (172 BMCL)				penicillin, sulphamylamide and sulphathiazole	100	17.85dz	1.98	kit 8.00dz	..	..	0.80
capsules 21	0.247	..	0.34	penicillin 5000 iu	..	..	d				
42	0.470	..	0.65								
84	0.833	..	1.15								
				TANCOLIN (810 Maw)				TONIC AUX SIMPLES (317 CS)			
SUPER DOLL (1189 I & MS)				childrens linctus 100 cc	1.66dz	..	0.20	tubes 82 g	4.50dz	2.025dz	0.82
nail clippers 'A'	1.41dz	0.41dz	0.21	winchester (21)	1.65	..	†DDI				
'B'	1.48dz	0.43dz	0.22				†DDI				
'S'	1.41dz	0.41dz	0.21	TANNAFAX (208 BW)				TOPILAR (1584 Syntex)			
de luxe 1.48dz	0.43dz	0.22		entire entry	..	..	d	cream 500 g	..	..	0.40
toe nail clippers 128	2.24dz	..	0.28					ointment 500 g	..	..
combs aluminium			d	TARDROX (228 Carlton)				TORBETOL (1244 TLOC)			
tweezers			d	cream 30 g	0.18			shampoo ..	0.2667	..	0.40
				TARSOLVE (204 Bunar)				TRANSPULMIN (221 Camden)			
SUPREME (752 Lenton)				6½ oz	0.25	..	0.37	ampoules 50	22.50dz	6.75dz	3.06
elastic hosiery								TRESCAZIDE (971 PSMB)			
one-way stretch				TAVEGIL (1098 Sandoz)				tablets			
fashioned knee and ankle				tablets 50	0.80	..	1.20	pack of 500			
above knee pr 1.65	..	..	2.48	500	7.70	..	11.55	Tribovax (208 BW) existing entry			
anklets pr 0.75	..	..	1.12					TRIBOVAX T (208 BW)			
below knee pr 1.13	..	..	1.70	TAYLORS (1073 Robinson)				vaccine (vet.) 20 ml	0.63	..	0.84
kneecaps pr 0.75	..	..	1.12	belladonna plasters porous				TRIMSTER (1542 Trimster)			
seamless fine thread				breast 6 in	0.888dz	0.265dz	†	baby products			
anklets pr 0.80	..	..	1.20	7 in	1.021dz	0.305dz	†	bibs plastic	2.30dz	..	0.27
below knee pr 1.30	..	..	1.95	boil plasters 3	0.907dz	0.27dz		face flannel	..	..	0.16
knee caps pr 0.80	..	..	1.20	144	2.27	0.74		pants covered	1.44dz	..	0.18
seamless stout thread				corn plasters				TRIM TABS (903 NPU)			
above knee pr 2.05	..	..	3.08	sal acid				slimming kit	6.00dz	..	0.75
anklets pr 0.80	..	..	1.20	1¼ x 3 in 20%	0.315dz	0.095dz		TRINURIDE (115 Bengue)			
below knee pr 1.30	..	..	1.95	40%	0.353dz	0.265dz		tablets 100	1.31	0.39	2.14
kneecaps pr 0.80	..	..	1.20	poorman's plaster	0.92dz	0.275dz		500	5.70	1.71	
two-way stretch				sponge rubber adhesive				TRIO-KIT (1154 SNP)			
cotton				¾ x 36 x 18 in	2.804			contact lens kit			
above knee pr 2.25	..	..	3.38	¾ x 36 x 18 in	2.222			standard TK3	1.20	0.19	1.79
anklets pr 1.20	..	..	1.80	unspread				de luxe TK4	2.25	0.56	3.56
below knee pr 1.85	..	..	2.78	¾ x 36 x 18 in	2.089			TROPICAL (329 CRP)			
knee caps pr 1.20	..	..	1.80	¾ x 36 x 18 in	1.505			mini shower 1211	1.62	0.178	2.61
thigh pr 2.33	..	..	3.50	superfoam adhesive				TRUFOOD (1249 Trufood)			
nylon plated				¾ x 36 x 18 in	1.194	0.355		baby cereal 227 g	1.54dz	..	0.16
above knee leggings				¾ x 36 x 18 in	1.59	0.475		Follow-On 454 g	4.19dz	..	0.44
pr 2.25	..	..	3.38	unspread				half cream 454 g	4.19dz	..	0.44
above knee stockings				¾ x 36 x 18 in	0.859	0.255		humanised formula 454 g	4.19dz	..	0.44
pr 2.25	..	..	3.38	¾ x 36 x 18 in	1.304	0.39		TUSANA (147 Boots)			
anklets pr 1.20	..	..	1.80	wintergreen and capsicum				125 ml	1.76dz	..	0.22
below knee leggings				plasters 5 x 7½ in	0.685dz	0.205dz		TWINK (412 Elida)			
pr 1.20	..	..	1.80	7 x 11 in	1.368dz	0.41dz		curler			
below knee stockings				TEDRAL EXPECT (1310 WW)				teeny 1.335dz	0.60dz	0.21	
pr 1.85	..	..	2.78	linctus 300 ml	0.52	0.155	0.93	end curl 2.18dz	0.98dz	0.34	
kneecaps pr 1.20	..	..	1.80	TEMPO (1010 P&G) Southern, Tyne Tees, Yorkshire and				full head 3.25dz	1.465dz	0.51	
thigh leggings pr 2.25	..	..	3.38	antiperspirant aerosol				teeny 1.335dz	0.60dz	0.21	
thigh piece 1.20	..	..	1.80	medium	2.38dz	1.07dz	0.35	standard 3.25dz	1.465dz	0.51	
sheer nylon				large	2.98dz	1.34dz	0.44	TWISSORS (957 Perl)			
above knee pr 2.54	..	..	3.81	roll-on	2.05dz	0.925dz	0.30	standard	3.84dz	1.728dz	0.65
below knee pr 2.29	..	..	3.44	deodorant aerosol				de luxe 6.72dz	3.025dz	1.10	
thigh pr 2.66	..	..	3.99	medium	2.38dz	1.07dz	0.35	ULAY (496 Garsalle)			
super nylon				personal	1.63dz	0.735dz	0.24	vitamin night cream			
above knee leggings				TERRA-CORTIL (969 Pfizer)				80 g	5.88dz	2.65dz	0.95
pr 2.25	..	..	3.38	topical ointment 30 g	0.96	..	1.44	ULTRAPEN (969 Pfizer)			
above knee stockings				pack of 5 g	..	..	d	syrup 60 ml	..	..	..
pr 2.25	..	..	3.38	TERRAMYCIN (969 Pfizer)				UNG MORRHUAE CO (576 PH)			
anklets pr 1.20	..	..	1.80	intramuscular injection				25 g	0.09	0.03	0.16
below knee leggings				100 mg vial	0.25	..	TS	URIGON (1054 R & B)			
pr 1.20	..	..	1.80	TESTRONES (137 Blakoe)				dp 100 g	0.17		
below knee stockings				100	0.55	0.165	1.00	dp 200 g	0.31		
pr 1.85	..	..	2.78	Tetrabid (917 Organon)				URISPAS (1584 Syntex)			
knee caps pr 1.20	..	..	1.80	capsules 250 mg 100	3.38		TS	tablets 1000	23.95	..	..
thigh leggings pr 2.25	..	..	3.38	500	16.67		TS	UROPAC (971 PSMB)			
thigh stockings pr 2.33	..	..	3.50	TETRACYN (969 Pfizer)				ampoules 20 ml			
pantie hose				intramuscular injection				VALETTE (373 DHL)			
service light weight				100 mg vial	0.18	..	TS	colour sprays 6 oz	2.40dz	1.03dz	0.40
pr 2.21	..	..	3.32	TETREX (171 BLL)				16 oz	4.50dz	1.93dz	0.77
springtime pr 1.98	..	..	2.97	capsules packs of 16 ..	..	..	d	conditioner gloss 6 oz	2.00dz	0.86dz	0.34
summertime pr 1.60	..	..	2.40	THEODROX (1061 Riker)				16 oz	4.00dz	1.71dz	0.67
superfit lightweight				tablets dp 1000	0.40			conditioning balsam			
pr 2.10	..	..	3.15	THEOGRAD (2 Abbott)				sachet 0.25dz	0.107dz	0.05	
				Film tabs (5 x 30) 150	1.95	..	2.93	double life setting lotion 20 cc	0.75dz	0.32dz	0.13
SURAMA (1282 VB)				packs of 100 and 500	..	..	d	highlight foaming shades 30 cc	1.20dz	0.52dz	0.21
medicated cigarettes 20	1.50dz	0.45dz	0.20	THIAVER (1061 Riker)				18 cc	0.60dz	0.26dz	0.10
				tablets 100	2.01		†s4B	sachets 0.25dz	0.107dz	0.05	
SURE (412 Elida)				THICKEN HAIR (1412 Jackel)				metallic hair spray 6 oz	2.40dz	1.03dz	0.40
deodorants				conditioner economy	0.25	0.115	0.49	16 oz	5.00dz	2.14dz	0.83
aerosol mist 2.10dz	0.945dz	0.31		THOMPSON'S (992 P & C)				nontangle setting lotion			
anti-perspirant aerosol				dandelion coffee ½ lb	3.92dz	..	0.41	18 cc	0.60dz	0.26dz	0.10
handy 2.435dz	1.095dz	0.36		1 lb	6.52dz	..	0.68	plastified setting lotion vial	0.50dz	0.22dz	0.09
large 3.115dz	1.40dz	0.46		slippery elm food				set with beer styling lotion			
roll-on 2.025dz	0.91dz	0.30		malted or				sachet 0.25dz	0.107dz	0.05	
spray 1.635dz	0.735dz	0.24		unmalted				hair colours ..	0.37dz	0.16dz	0.06
				6 oz 1.82dz	..	..	0.19	spraying lacquer 16 oz	2.87dz	1.23dz	0.50
S. V. C. (971 PSMB)				1 lb 3.18dz	..	..	0.34	VANDID (1061 Riker)			
tablets 250 mg 250	1.25	..	1.87	2 lb 5.34dz	..	..	0.57	ampoules 2 ml 6	0.75		
packs of 100 and 500			d	THROATIES (64 ACL)				5 ml 6	1.00		
SYNALAR (649 ICI)				pastilles original,				infusion 540 ml	1.50		
aerosol spray			d	blackcurrant; lemon;				oral 5 ml	0.40		
SYR. PECTORALIS RUB (1545 Vestric)				honey and menthol;	0.28dz	0.08dz	0.04	VA-PINE (810 Maw)			
SWOOP (967 Petfoods)				menthol and eucalyptus				1.01dz	0.305dz	0.15	
	1.20	0.19	0.07	THROMBORAL (810 Maw)	12	3.24		VASCUTONEX (218 Calmic)			
	(2 dz)	(2 dz)		vials				cream 30 g	1.92dz	0.58dz	0.29
				TILLOTTS (1237 Tillotts)				500 g	1.13	0.34	2.04
				white tar ointment	2.85dz	0.85dz	0.43				
				TINTONA (1282 VB)							
				hair dyes	1.50dz	0.675dz	0.25				

				Trade £.p	Tax £.p	Retail £.p					Trade £.p	Tax £.p	Retail £.p													
ELINE (256 CPL)							VITATROP (137 Blakoe)							Springtime support												
cream junior	70 g	1.155dz	0.52dz	0.17			50	0.83	..	..	1.25				hose (70 den)									
standard							100	1.33	..	..	2.00				seamless	pr	0.99	..	..					1.48
tonic	149 g	1.70dz	0.765dz	0.25			VITTEL GRANDE (1519 SA)							Summertime support												
	49 g	1.495dz	0.675dz	0.22			half bottles	3.07	0.55		0.19				hose (40 den)											
	99 g	2.38dz	1.07dz	0.35			bottles	(2 dz)	(2 dz)						seamless	pr	0.99	..	..					1.48
ensive care lotion								2.24dz	0.41dz		0.28				support socks for men	pr	4.63	0.07						1.01		
medium		1.70dz	0.77dz	0.25			VITTEL HEPAR (1519 SA)							YALE (1354 Yale)												
large		2.65dz	1.19dz	0.39			bottles		2.24dz	0.41dz	0.28				Marina cotton wool dispenser											
stroleum jelly	tin	0.59dz	0.176dz	0.08	□										420715	..	..	..	..					1.81
white	No. 1	0.883dz	0.266dz	0.12	□		VOSS (261 Christy)							deodoriser holder												
	No. 2	1.47dz	0.44dz	0.20			bath oil	8-bath	2.76dz	1.24dz	0.45				420815	..	..	..	..					1.50
	tin	0.663dz	0.20dz	0.09	□		22-bath	5.23dz	2.46dz	0.85																
	No. 1	0.956dz	0.286dz	0.13			WASP-EZE (992 P & C)							first aid kit												
	No. 2	1.62dz	0.49dz	0.22	□		aerosol for stings	25 g	2.35dz	..	..	0.28	†		420503	..	..	..	..					4.92
nursery		2.88dz	0.86dz	0.39	□		75 g	3.60dz	..	..	0.43	†			tissue dispenser									
economy tin		4.80dz	1.44dz	0.65			Weldopa (1154 S & N)							420603								1.93
umpoos							WELLA (1318 Wella)							420605								1.34
beauty	sachet	0.77	0.23	0.03½	□		Body 'n' Bounce	1.06dz	0.48dz	0.17					toilet pack dispenser											
bottle	36 g	0.96dz	0.29dz	0.13			hair set	0.94dz	0.43dz	0.15					420605						1.34	
bottle	72 g	1.40dz	0.42dz	0.19			WELLCOME (208 BW)							440100								1.03
bottle	120 g	2.14dz	0.64dz	0.29			influenza split virus vaccine								tooth brush holder											
bottle	485 g	4.82dz	1.45dz	0.69			pethidine hydrochloride								410301						0.80	
am + conditioner							injection 50 mg/ml								410302						1.21	
ion	sachet	0.77	0.23	0.03½	□		pack of 100	..	..	..	..				YARDLEY (1355 Yardley)									
bottle	72 g	1.40dz	0.42dz	0.19			tablets 50 mg				lipstick											
bottle	120 g	2.14dz	0.64dz	0.29			pack of 500	..	..	..	..				Soul Shimmer	..	0.229	0.103						0.45
sachet	0.77	0.23	0.03½	□			tuberculin old human T								YEAST PAC (994 P & M)											
bottle	36 g	0.96dz	0.29dz	0.13			WELLCOVAX (208 BW)								beauty mask											
bottle	72 g	1.40dz	0.42dz	0.19			vaccine								ready mixed	tube	2.27dz	1.02dz						0.36		
bottle	120 g	2.14dz	0.64dz	0.29			WESCODYNE SURGICAL (115 Bengue)									tube									d	
bottle	485 g	4.82dz	1.45dz	0.69			germicide	500 ml	0.55																	
sachet	0.77	0.23	0.03½	□			4.5 l	3.30																		
bottle	36 g	0.96dz	0.29dz	0.13			WHITE'S DR. (761 Lilia White)							medicated												
bottle	72 g	1.40dz</																								

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THIS WEEK'S CHANGES

1043	RBUK	= Reisse Bentley (UK) Ltd, 102 The Street, Rustington, Sussex. Rustington 71608
1068	Roberts	= Roberts Laboratories Ltd, Burden Road, Bolton, Lancs BL3 2RB. 0204 32631
1087	Roussel	= Roussel Laboratories Ltd, Roussel House, Wembley Park, Middlesex. 01-903 1454
1098	Sandoz	= Sandoz Products Ltd, 41 Upper Grosvenor Street, London W1X 0AL. 01-629 5011
1108	SMC	= Scholl (UK) Ltd, 182 St John Street, London EC1P 1DH. 01-253 2030
1125	Selto	= Selto (Eastbourne) Ltd, 1a Myrtle Road, Eastbourne, Sussex. Eastbourne 28610
1164	SSL	= Southall (Sales) Ltd, Surbiton, Surrey. 01-397 5200
1188	Steiner	= Steiner Products Ltd, Ashburton House, Ashburton Grove, London N7. 01-607 6700
1201	Supervite	= Supervite Manufacturing Co Ltd, 107 Great Eastern Street, London EC2 3JD. 01-253 0827
1225	Thermega	= Thermega Ltd, Ermyrn Way, Leatherhead, Surrey. Ashtead 73433
1246	Trent	= Trent Laboratories (Division of English Grains Ltd), Park Road, Overseal, Burton-on-Trent. Swadlincoote 5931
1258	Underwoods	= Underwoods (Cash Chemists) Ltd, 120 Tottenham Court Road, London W1P 9HN. 01-388 2181
1303	Wander	= Wander Ltd, Pharmaceutical Division, 42 Upper Grosvenor Street, London W1. 01-499 3931
1354	Yale	= Yale Security Products division, Eaton Corporation, Wood Street, Willenhall, Staffs WV13 1LA. 0902 66911
1373	Hanovia	= Hanovia Lamps Ltd, 480 Bath Road, Slough, Bucks. Burnham 4041
1408	Rayner	= Rayner & Co Ltd, 11 Commercial Road, London N18. 01-807 0441
1438	RHM	= RHM Foods Ltd, Victoria Road, London N.W.10. 01-965 6565
1444	Lepetit	= Lepetit Pharmaceuticals Ltd, Nicholas House, High Street, Maidenhead, Berks. Maidenhead 32011
1450	CPL	= Chefaro Proprietaries Ltd, Crown House, London Road, Morden, Surrey. 01-542 3402
1505	MDCL	= Metropolitan Drug Co Ltd, P.O.Box 111, Sheffield. Woodhouse 3232
1513	Rodale	= J.I. Rodale & Co Ltd, Chestnut Close, Potten End, Berkhamsted, Herts. 04427 71313
1514	Brocaparm	= Brocaparm Ltd, Trend House, Pyrford Road, West Byfleet, Surrey. Byfleet 42297
1523	Rallet	= Rallet, 941 Great West Road, Brentford, Middlesex. 01-560 5282
1548	DDSA	= DDSA Pharmaceuticals Ltd, 310 Old Brompton Road, London SW5. 01-373 7884
1553	Contactasol	= Contactasol Ltd, 2 Portsmouth Road, Kingston-on-Thames. 01-546 4964
1563	Enzypharm	= Enzypharm Biochemicals Ltd, 179 Heath Road, Twickenham, Middlesex. 01-892 2028
1569	DPUK	= Dietetic Products (UK) Ltd, 55 Park Street, Bristol BS1 5NT. 0272 20714
1574	LM	= Lenthieric Morny Ltd, 17 Old Bond Street, London W1X 4AY. 01-493 1733
1578	Vernon	= Vernon - Carns Ltd, Penwortham Mills, Preston PR1 9SN. 0772 4493
1600	SHL	= Stud Holdings Ltd, 45 Brompton Road, London SW3 1DE. 01-584 0791

		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
4711 (1113 S&B)					hand-body lotion	0703	..	0.1
Colognettes No.6230	..	..	..	0.28½		0705	..	0.4
No.6245	..	..	..	d		0708	..	0.5
eau de Cologne					Happy Hands	6408	..	0.3
original shape					bath day	6409	..	0.3
No.6001	..	..	..	5.00	lemon day	0040	..	0.3
6002	..	..	..	3.58	bath day	0041	..	0.3
6003	..	..	..	2.35	Japonica			
6004	..	..	..	1.58	bubble bath	0225	..	0.6
6005	..	..	..	0.87	Cologne	0235	..	0.7
6020	..	..	..	d	skin balm	0205	..	0.5
decanter	6008	..	..	0.17	soap	0242	..	0.2
mini-bottle	6007	..	..	0.30	talcum	0215	..	0.5
trial size	6006	..	..	0.49	soap			
watch shape	6021	..	..	d	antiseptic	0146	..	0.1
metered spray	6132	..	..	0.39	bath ball	0108	..	0.7
solid stick	No.230	..	..	d	country herbs	0143	..	0.3
solid stick		..	..	d	visitors	0141	..	0.1
deodorant roll-on		..	..		export de luxe	0122	..	0.2
6690	..	..	..	0.37	fruit punnets	0633	..	0.1
aerosol	6691	..	..	0.42	hearts visitors	0760	..	0.1
stick	6692	..	..	0.37	lemon toilet	6122	..	0.1
hand cream	6572	..	..	0.43	soap on a rope			
Ice Cologne aerosol		..	..			6136	..	0.4
6350	..	..	..	0.94	bath	0613	..	0.2
flow-on	6352	..	..	0.35	soap on a rope			
sprinkler bottle	..	..	..	0.68		0619	..	0.6
soap	6459	..	..	0.25	orange toilet	0603	..	0.1
talcum	6570	..	..	0.35	rainbow	0649	..	0.1
6571	..	..	..	d	eggs (12)	0107	..	0.3
ANCARIS THENIUM (208 BW)				a	eggs			
compound tablets					(basket of 5)	0103	..	0.5
(vet.)	48	0.96	..	1.28	pre-make up	0523/0521	..	0.1
100	1.41	..	..	1.88		0109	..	0.5
ANTIPEOL (829 MBL)				a	sponge			
ointment	standard	1.20dz	0.36dz	0.18	turtle oil			
	large	1.86dz	0.56dz	0.28	toilet	0642	..	0.1
	hospital	3.40dz	1.02dz	0.51	bath	0643	..	0.2
	16 oz	11.66dz	3.50dz	1.75	in plastic container			
APROTEN (227 Erba)						1643	..	0.2
dietetic					visitors	0641	..	0.1
crispbread	265 g	0.61	..	0.78	Victoriana	0144	..	0.3
AQUA NET (109 BCL)					talcum powder	0713	..	0.1
hair spray	80 g	0.91dz	0.41dz	0.18		0715	..	0.3
	118 g	1.14dz	0.51dz	0.23		0718	..	0.4
	150 g	1.45dz	0.65dz	0.28	BURCILLIN (208 BW)			
	320 g	2.20dz	0.99dz	0.43	penicillin and dihydrostreptomycin			
	sachet	0.30dz	0.14dz	0.06	intramammary injection			
BANOCIDE (208 BW)					(vet)	12	1.30	1.9
tablets					CARBONET (1155 S&N)			
200 mg vet	50	1.44	..	1.92	non-adherent dressing			
BELLAIR (109 BCL)				r	3½ x 3½ in.	10	4.921	2.135dz
hair spray						30	4.924	3.645dz
aerosol	118 g	1.07dz	0.48dz	0.22	7½ in x 4 yds			6.575dz
	200 g	1.45dz	0.65dz	0.28	CAROVAX (208 BW)			
	303 g	1.98dz	0.89dz	0.40	pasteurella vaccine (vet)			
squeeze spray						50 ml	0.97	1.2
75 cc	0.64dz	0.29dz	0.12		COLTAPASTE (1155 S&N)			
refill sachet					Zinc and coal tar			
40 cc	0.25dz	0.11dz	0.05		bandages B.P.C. 3½ in x 6 yd			
bottle						4965	2.49dz	0.2
55 cc	0.50dz	0.23dz	0.10		COMET (810 Maws)			
shampoo liquid	sachet	0.11dz	0.03					

		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		
Freshman					Featherlash, lower lashes				perfume					
after shave	3G45	2.76dz	1.24dz	0.45 a		3.67dz	1.65dz	0.60 a	Le Medallion	7 cc	..	3.40		
frosted blusher	3GD1	1.06dz	0.475dz	0.17	Bambi, Flutterlash	3.98dz	1.79dz	0.65	Bijou	7 cc	..	3.70		
Glo	3GO3	1.41dz	0.635dz	0.23	striplash	4.29dz	1.93dz	0.70 r	Flacon Luxe	14 cc	..	5.50		
hair colour shampoo					adhesive	2G92	1.22dz	0.55dz	28 cc	..	9.20			
	3G37	0.92dz	0.415dz	0.15	eye lighters pearly	2JF8	0.93dz	0.42dz	56 cc	..	27.50			
with developer	3G38	1.41dz	0.635dz	0.23 i	eye liner	2J55	0.93dz	0.42dz	150 cc	..	34.50			
hair lacquer spray					eye pencil	2J22	0.93dz	0.42dz	RESTORIA (1113 S&B)					
refill	3G35	0.74dz	0.335dz	0.12 a	propelling	2J23	1.53dz	0.69dz	hair dressing	160 cc	8.60dz	3.87dz		
hair spray aerosol					eye shadow liners	2GF2	2.76dz	1.24dz	0.45	lotion	145 cc	8.60dz	3.87dz	
	3GB7	1.66dz	0.745dz	0.25	eye shadow pressed									
highlighter	3JF8	1.06dz	0.475dz	0.17 i		2J20	0.93dz	0.42dz	0.15					
lip shiner	3G12	0.93dz	0.42dz	0.15 a	stick	2J21	0.93dz	0.42dz	0.15	RHINO-ANTIPEOL (829 MBL)				
lipsticks	3JD5	0.86dz	0.385dz	0.14	Glow On	2JA4	0.93dz	0.42dz	0.15	standard	1.866dz	0.56dz	0.28	
swivel	3JD6	1.53dz	0.69dz	0.25	Golden Girl					SAFOIN (63 Arnold)				
make-up stick	3G74	1.53dz	0.69dz	0.25	double cleanse	2GG9	1.84dz	0.83dz	0.30	colour gloss oil	0.31	0.14	0.60%	
mascara block	3G30	0.93dz	0.42dz	0.15	double cream	2GG8	1.84dz	0.83dz	0.30	hair glamour rinse	0.31	0.14	0.60%	
brush-on	3G25	1.53dz	0.69dz	0.25	double life	2GG7	1.84dz	0.83dz	0.30	ST JAMES BALM (829 MBL)				
run-proof	3G51	1.53dz	0.69dz	0.25	Shimmer Shadows				(distributors 28 Alcos)					
auto brush	3J26	1.53dz	0.69dz	0.25		2JA6	1.53dz	0.69dz	0.25	small	1.067dz	0.32dz	0.16	
refill	3J27	1.06dz	0.475dz	0.17	hair spray	2GD9	1.66dz	0.745dz	0.25	large	1.80dz	0.54dz	0.27	
Lash-on-new	3J67	1.84dz	0.83dz	0.30	lipstick					SATURA (385 DG) existing entry				
refill	3J68	1.41dz	0.635dz	0.23	dewy centres	2GF1	1.86dz	0.835dz	0.30	SATURA (536 GPL)				
matt shadow stick	3J21	0.93dz	0.42dz	0.15	plain	2J77	0.93dz	0.42dz	0.15	cream jars	2 oz	2.77dz	1.25dz	0.45
medicated stick	3JE5			d	pearly	2J79	0.93dz	0.42dz	0.15	4 oz	4.20dz	1.89dz	0.68	
nail lacquer	3GD3	1.06dz	0.475dz	0.17 a	swivel	2J78	1.53dz	0.69dz	0.25	60 cc	2.77dz	1.25dz	0.45	
frosted	3GD4	1.65dz	0.745dz	0.27	pearly	2J80	1.53dz	0.69dz	0.25	110 cc	4.20dz	1.89dz	0.68	
powder shadow	3J22	0.93dz	0.42dz	0.15	liquid shadow					SCHOLL'S (1108 SMC)				
Quick clean	3GC4	0.93dz	0.42dz	0.15 r	pearly	2G70	1.22dz	0.55dz	0.20	adhesive foam 6 x 3 in	0.88dz	..	0.11	
rosy cheek rouge	3JF7	1.06dz	0.475dz	0.17 i	Love skin perfume					adhesive moleskin	0.64dz	..	0.08	
shadow stick frosted						2GE2	0.93dz	0.42dz	0.15	animal wool	0.64dz	..	0.08	
	3J96	1.06dz	0.475dz	0.17 a		2GE3	2.76dz	1.24dz	0.45	anti pressure pads	0.88dz	..	0.11	
shaper	3JE7	1.06dz	0.475dz	0.17 i	Spray mist	2GG5	3.37dz	1.515dz	0.55	antiseptic foot balm	1.65dz	..	0.20	
Smoothie	3GO2	1.41dz	0.635dz	0.23 a	Magic Touch	2GO5	1.53dz	0.69dz	0.25	ankle and arch support	2.72dz	..	0.34	
mirror compact					mascara block	2G24	0.93dz	0.42dz	0.15	arch cushions	pr	0.43	..	

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
REAL (918 Or-Lem)				lemon shampoo	0.18	0.054	0.33
ange drink	1.38dz	tax paid	0.15	pine bath milk	0.30	0.135	0.59
OVAX (208 BW)				plant dental cream	0.12	0.036	0.22
accine (vet) 5 dose	0.54	..	0.72	rose and honey cream			
ADEX (208 BW)				jar	0.46	0.207	0.90
essing (vet) 25 g	0.96	..	1.28	tube	0.16	0.072	0.31
MALON (208 BW)				rose velvet I and II	0.34	0.153	0.66
lets 50 mg	20	1.50	2.00	rosemary bath milk	0.30	0.135	0.59
OMBIN (810 Maws)				creme conditioner	0.17	0.077	0.33
B. or C packs	1.62	..	..	hair rinse	0.195	0.088	0.38
Y (109 BCL)				shampoo	0.18	0.054	0.33
pirin tablets	24	0.35dz	0.11dz	sachet	0.04	0.012	0.07
by cream		0.52dz	0.16dz	soap	0.09	0.027	0.15
ppy conditioner		0.85dz	..	and camomile shampoo	0.22	0.066	0.40
CA (1113 S&B)							
u de Cologne				silver birch massage oil	0.30	0.135	0.59
85 cc				skin food	0.24	0.108	0.47
nd cream				sun tan lotion	0.25	0.113	0.49
rume	small			wild herb hair lotion	0.40	0.18	0.78
spray flacon							
EXIN-T (208 BW)				WELLCOME (208 BW)			
accine (vet) 100 ml	1.73	..	2.31	black disease			
STOI (1350 Worth)				antiserum (vet)			
rume				50 ml	2.79	..	3.72
Bijou	7 cc	..	3.70	vaccine AP (vet)			
Flacon Plat	14 cc	..	5.00	50 ml	0.59	..	0.78
	28 cc	..	8.90	blackleg antiserum (vet)			
Le Medaillon	7 cc	..	3.40	100 ml	2.37	..	3.16
ORTONE (918 Or-Lem)				vaccine (vet)	10 ml	0.21	0.28
ackcurrant syrup				20 ml	0.36	..	0.48
11 oz	1.50dz	tax paid	0.16	50 ml	0.75	..	1.00
25 oz	2.50dz	tax paid	0.25	braxy vaccine (vet)			
OPASTE (1155 S&N)				100 ml	0.77	..	1.02
nc paste bandage B.P.C.				contagious pustular dermatitis			
3½ x 6 yd	4950	2.49dz	..	living (orf vaccine) (vet)			
P.B.7				50 doses	1.10	..	1.47
3½ x 6 yd	4953	2.49dz	..	lamb dysentery antiserum (vet)			
MIN (1113 S&B)				50 ml	2.07	..	2.76
psules 15 days	2.79dz	..	0.31	vaccine (vet)	100 ml	1.31	1.74
30 days	5.14dz	..	0.57	ovine enzootic abortion			
60 days	0.78	..	1.04	vaccine (vet)	20 ml	3.87	5.16
EDA (1380 Weleda)				pasteurella antiserum (vet)			
ter shave lotion	0.37	0.167	0.72	100 ml	2.79	..	3.72
ansing-toning lotion	0.195	0.088	0.38	piglet enteritis vaccine (vet)			
	0.30	0.135	0.59	50 ml	0.81	..	1.08
ntal cream	0.12	0.036	0.22	pulpy kidney antiserum			
lotion	0.28	0.084	0.50	(vet) 100 ml	2.57	..	3.42
ir oil	0.23	0.104	0.45	pulpy kidney tetanus vaccine			
elvetique creme	0.912	0.41	1.78	(vet) 50 ml	0.72	..	0.96
splash Cologne	0.424	0.192	0.83	100 ml	1.31	..	1.74
ney and iris cleanse care cream				swine erysipelas antiserum (vet)			
0.367	0.165	0.72		100 ml	1.65	..	2.20
toner	0.424	0.192	0.83	250 ml	3.72	..	4.96
ney and orange astringent				vaccine (vet)	10 ml	0.21	0.28
0.424	0.192	0.83		30 ml	0.42	..	0.56
cleanser	0.424	0.192	0.83	100 ml	1.17	..	1.56
s hand care	0.14	0.063	0.28	white scour antiserum (vet)			
ender bath milk	0.30	0.135	0.59	50 ml	3.72	..	4.96

	Trade £.p	Tax £.p	Retail £.p
WHITE CROSS (109 BCL)			
cough mixture	0.78dz	0.23dz	0.14 r
WYNESS (1338 W&S)			
essences	0.092dz	0.016dz	0.13½
YOUTHEXA (63 Arnold)			
after hair lotion	0.31	0.14	0.60½
astringent cream	0.31	0.14	0.60½
	0.52	0.235	1.01½
cleansing cream	0.31	0.14	0.60½
	0.52	0.235	1.01½
easy hair tint	0.31	0.14	0.60½
eyelash tonic cream	0.27	0.12	0.52½
hair Grolair	0.31	0.14	0.60½
remover stick	0.27	0.12	0.52½
tinting crayon	0.27	0.12	0.52½
pine shampoo	0.19	0.055	0.34
powderstone hair eraser	0.52	0.235	1.01½
skin food	0.31	0.14	0.60½
	0.52	0.235	1.01½
wrinkle cream	0.31	0.14	0.60½
	0.52	0.235	1.01½
ZOFF (1155 S&N)			
plaster remover	4935	0.80dz	..
	4936	4.89dz	..

AMENDMENTS TO KEY TO SUPPLIERS

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QUARTERLY PRICE LIST

The next Quarterly Price List is being published on February 1, and subscribers should receive their copies soon after that date.

During 1972, further issues are planned on the usual publication dates, June 1, September 1, and December 1, although, if fiscal changes occur that schedule will be amended to ensure the best possible service to subscribers.

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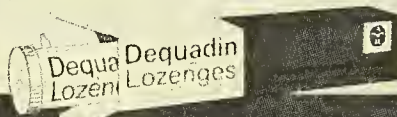
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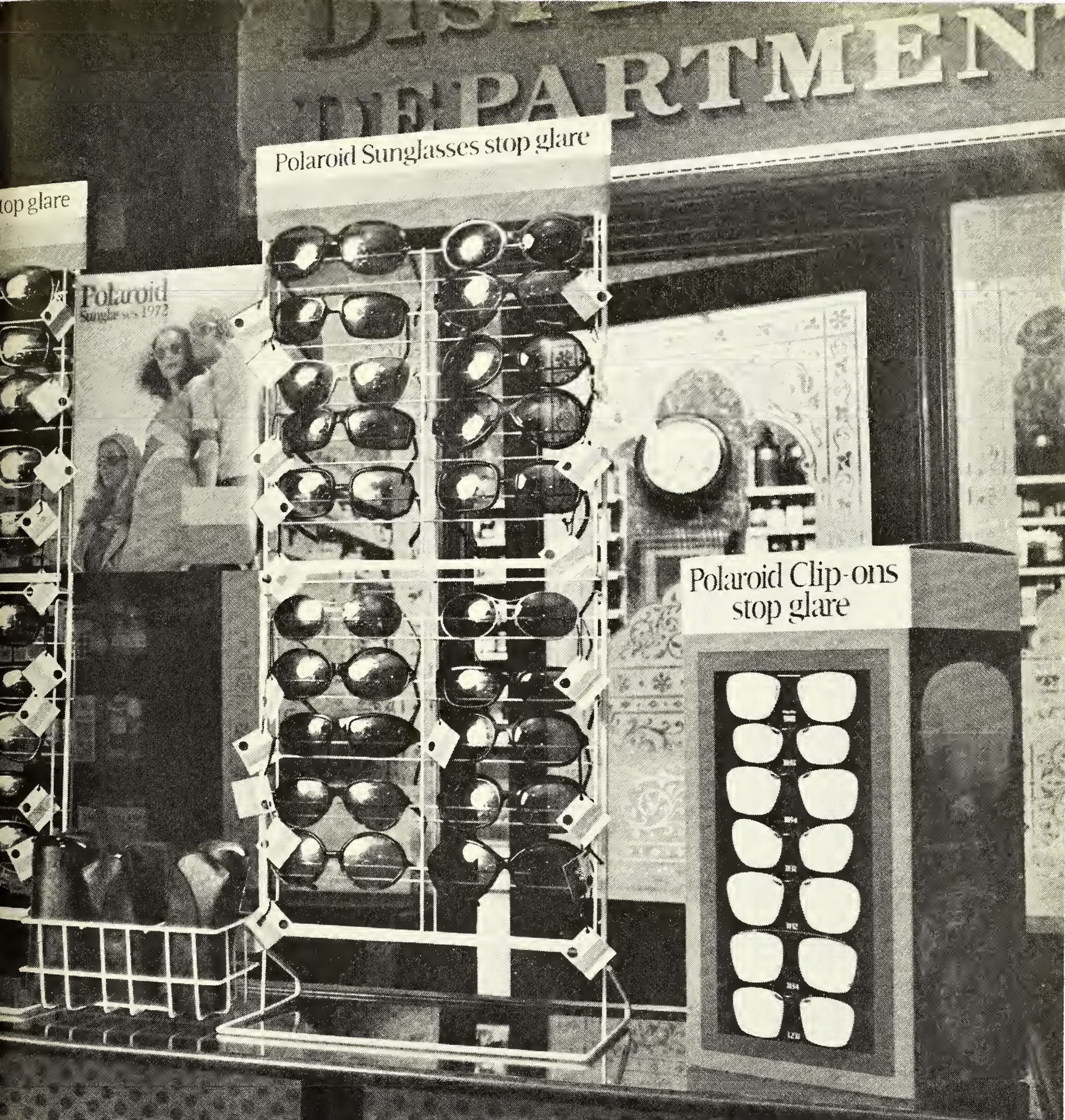
Pharmacists
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professional

Prescription
charges
decision

Approach to
treatment
of obesity

ABC 15,879—read throughout the industry home & overseas

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This stand combines the 50 Starter, 50 Fashion and 50 Metal Packs. The Fashion Pack display (like the 25 Pack display) comes free with our mixture of shell and shiny shades. (Cost: £92.61. Profit: £45.74.) The Metal with a selection of 50 metal rimmed sunglasses. (Cost: £101.65. Profit: £50.35.) The basket and display panel come free when you order all three packs together.

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you get with every pack you order.
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Not the money.

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Look carefully at our "FORMULA FOR SUCCESS" * and you'll see why

Migraleve

is the first successful O.T.C. product you
can recommend **SPECIFICALLY** for the
Prevention & Treatment of MIGRAINE!

* FORMULA:

Each PINK tablet contains: Buclizine Dihydrochloride 6.25 mg.,
Paracetamol 500 mg., Codeine Phosphate 8 mg., Dioctyl Sodium
Sulphosuccinate 10 mg.

Each YELLOW tablet contains: Paracetamol 500 mg., Codeine
Phosphate 8 mg., Dioctyl Sodium Sulphosuccinate 20 mg.

Pack includes 16 pink tablets and 8 yellow tablets. Detailed dosage
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* Just recall MIGRALEVE's advantages!
1 in 10 of your customers are potential pur-
chasers! And because of the recurrent nature
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* MIGRALEVE is NOT just another painkiller
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that's available without a prescription!

* We're doing our promotional best by mailing
the medical and allied professions and by
strong advertising in medical and professional
journals!

* So NOW IT'S UP TO YOU to tell your cust-
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COMMENT

Dangers of the outmoded drug

By coincidence, three contributions to last week's medical Press have a common theme—medicines which "have no place in modern therapeutics". Two of the papers have disturbing aspects.

The Lancet carries a report from Glasgow Western Infirmary of three cases of analgesic nephropathy and bromism in patients taking a "headache powder" made to a pharmacist's own formulation. The powder formula included phenacetin, potassium bromide and phenazone, and one patient had taken the preparation at a rate of six powders a day for 30 years.

The paper's authors, not surprisingly, suggest that a situation which allows a pharmacist to make up such formulas requires urgent review. They point out that phenacetin was removed from most proprietary analgesics in 1966.

A letter in the *British Medical Journal*, meanwhile, refers to a case of camphorated oil overdose admitted to Sunderland Royal Infirmary regional poisons unit. A dose of 150ml had been consumed, compared with a potential lethal adult dose of 20ml—yet the patient survived. The writers in this case say that camphorated oil now has no place on the open market, having lost its former medicinal indications.

The third reference to medicines thought to have outlived their usefulness comes in *Pulse*, and is a lament at the disappearance of the placebo. Dr William Edwards puts in a lighthearted plea for a few "modern" replacements, having names not intelligible to the public (who now read their prescriptions, of course), which could be included in an official formulary.

The "indications" for the placebo—as set out by Dr. Edwards' "wise old teacher", and still, apparently, applicable today—were: "When there's nothing the matter, when it doesn't matter, and, above all, when you don't know what's the matter".

There is little doubt that some or all of these indications have been, in the past, the excuse for prescribing the types of medicine indicted in the last two papers quoted. Mist. pot. brom. et nux. vom., for example, was prescribed by the gallon until quite recently—and not all of the recipients really needed sedating! The problem is that yesterday's placebo may, in the light of experience,

become today's dangerous medicine. Unfortunately, it is often as easy for a patient to become habituated to a placebo as to a genuine drug of dependence—in the case of the headache powders, the patient was known to wait "shaking like a leaf" while new supplies were made.

The "placebo" attitude that "even if it doesn't do any good, it won't do any harm" should be viewed with caution. And the cases cited must surely serve as a warning to all pharmacists of their responsibility in keeping themselves informed of developing knowledge on the use of old, as well as new, drugs.

Question of sampling

The decision on samples taken by the Council of the Pharmaceutical Society of Great Britain at its December meeting (*C&D*, December 11, p870), has been challenged by Mr K. A. Lees who submitted a series of questions on that subject at the January meeting (see p73).

Not unexpectedly the replies confirmed that the Council "cannot enforce a policy" which depends for its implementation, upon the actions of manufacturers. The Council was, in fact, concerning itself with a matter that affected the relationship between the industry and the doctor. Although there will, no doubt, be occasions when the Council could comment on other aspects of such a relationship, regrettably fewer and fewer pharmacists are being involved in that relationship, as the industry tends to train its own non-pharmaceutical personnel for representative posts—and that is an aspect on which the Society could possibly have commented. But in this matter of samples we believe the Council has erred.

There seems to have been little really effective communication with the Association of the British Pharmaceutical Industry on the problem and no real attempt to isolate the extreme areas in the sampling situation—where we are certain both the responsible members of the industry and the Council could co-operate.

For the Council to imply that it might ask a Government Department to support a rule that manufacturers should not make products available to medical practitioners at their specific request, even though this may be in writing is, to say the least, exposing the Council to severe criticism—if not ridicule.

The sooner the matter is raised again both in Council and between the Council and the ABPI the better.

BOOKS

Terrell on the Law of Patents. 12 Ed. D. Falconer, W. Aldous and D. Young. Sweet & Maxwell Ltd, 11 New Fetter Lane, London EC4, 10 × 6 in. Pp 706. £12.

Terrell is essentially a reference book for practitioners in the law of patents. This new edition—the twelfth—continues to present the current legislation in that field for practitioners.

It will, nevertheless, be found useful by

those in the pharmaceutical industry who are faced with patent problems. As in previous editions there is a wide use of verbatim extracts from leading judgments, and the work is paragraph numbered throughout with comprehensive cross-indexing. Even the most cursory perusal indicates that this Terrell is likely to continue to be the standard textbook on this subject.

Quick Guides to Speaking in Public. Simon Elliott. Business Books Ltd, Mercury House, Waterloo Road, London SE1. 7½ × 4½ in. Pp 98. £0.50 (paperback).

Like every other job in life "practice makes perfect" in public speaking—or at least should lead to improvement. Since everyone must face the task from time to time, the book gives useful hints on improving the contents and delivery of speeches made in many different circumstances.

Included are suggestions to those being interviewed for jobs, addressing the Press or salesmen, giving an after-dinner speech, etc. Simon Elliott is the pen-name of a Queen's Counsel and Member of Parliament. Even if education in public speaking is not required, the book provides good entertainment value.

PROFESSIONAL NEWS

Pharmaceutical Society
of Great Britain

Career prospects in health centre pharmacies

The importance of ensuring career opportunities for pharmacists working in consortia-operated health centre pharmacies was discussed by the Practice Committee at the Pharmaceutical Society's January Council meeting.

The Committee felt that local Pharmaceutical Committees should be given the Council's views.

In the appendix to the report by the Society's Committee on a Planned Pharmaceutical Service, dealing with pharmacies in health centre areas, it had been recommended that the articles of association of a company formed to conduct a pharmacy within a health centre should include a definition of the "persons" who might hold shares. An appropriate definition might refer to persons lawfully conducting a retail pharmacy business under the provisions of the Medicines Act 1968 within the planning area concerned (this would include individual pharmacists, partnerships, corporate bodies and representatives of pharmacists for a limited period), or pharmacists engaged full time in the provision of Part IV pharmaceutical services in the planning area.

Pharmacists in the latter category might include those previously proprietors of pharmacies in the planning area but who on the date on which the consortium owned pharmacy in the health centre was opened were to be employed in that pharmacy. It was considered that that category might also include, after an appropriate period of service, a pharmacist who had not previously been a proprietor but who was appointed as manager of the health centre pharmacy.

Pharmacy in the armed services

The Society had been invited to give oral evidence to the committee of inquiry on the provision of medical, dental and nursing services for the armed forces on February 7, it was reported. Many Noel Hall recommendations could be applied to pharmaceutical services in the armed forces, the committee's secretary had already been told.

Investigation of an allegation by a parent who claimed that he had been unable to have a prescription dispensed in Wolverhampton on December 25 or 26 had shown that it was not justified. However, it was felt that every effort should be made to ensure that members of the public had adequate information about rota and "on call" arrangements.

Further talks should take place on possible co-operation between the Society and the Family Planning Association, on a trial basis, in campaigns to publicise the Cyto test in selected parts of Britain, the Practice Committee recommended. It was considered that such co-operation would provide useful information on the effect of the inclusion of pharmacies in health education campaigns.

BMA oppose new warning cards

It was the doctor's responsibility to warn patients when he prescribed drugs which might interact with other substances, the British Medical Association had stated in a letter to the Society. Issue of warning cards should therefore be restricted to those agreed with the Pharmaceutical Society in connection with monoamine-oxidase inhibitors; the BMA felt that an extension of the agreement might lead to a proliferation of such cards, which could alarm patients unnecessarily.

Council agreed to emphasise to the BMA that the purpose of the proposed cards was to advise patients who wished to take any proprietary medicine while they were taking prescribed anticoagulants, oral antidiabetic drugs, or methotrexate, to seek advice from the pharmacist.

A circular giving details of management courses for senior officers had been sent to hospital and local authorities and Executive Councils. The Practice Committee decided that the Department of Health and Social Security should be reminded that the Society had submitted that management courses should be available to all pharmacists in the NHS and asking when details could be expected of management courses designed to equip pharmacists, and the members of other professions who are not employees of the above bodies, to apply for administrative posts. Such posts would include regional or area pharmacists within the reorganised health service.

The general practice subcommittee, at the request of the industrial practice subcommittee, had considered the best way in which planned changes in the appearance of a medicinal product could be notified to pharmacists by a manufacturer. It was recommended that it should be suggested to the Association of the British Pharmaceutical Industry that (i) the manufacturer should notify pharmacists either through the pharmaceutical Press or by direct mail as soon as the first supplies of the medicinal product with a modified appearance were released; (ii) the pack of the product whose appearance had been changed should include an appropriate notification to the pharmacist for a period of up to one year.

The Committee on Safety of Medicines had given an assurance that its agreement to the marketing of clonidine hydrochloride tablets marketed by Boehringer

Ingelheim under two names (Catapres and Dixarit) to identify two different strengths, must not be taken as creating a precedent. Every application was dealt with on its merits.

The Practice Committee also agreed that the marketing for general sale of medicinal products of different composition but under very similar brand names would tend to confuse the public and therefore constituted a danger. It was recommended that the point should be taken up with the Committee on Safety of Medicines.

The industrial practice subcommittee had been asked to consider the resolution passed at the 1971 branch representatives' meeting that the Society should seek financial aid from the Department of Health to distribute an index of pharmaceutical products to all medical practitioners and chemist contractors in the NHS. It was decided to recommend that Medicines Act data sheets should be supplied to all registered pharmacies and hospital pharmacy departments. Consideration on the method of distribution would be deferred until more information was available on the way in which they would be distributed to doctors. It was also considered that data sheets relating to liquid preparations, creams and ointments should include details of suitable diluents or, where appropriate, information that the product should not be diluted.

The hospital practice subcommittee noted that it would not be possible, on financial grounds, to appoint a pharmacist to the staff of the Welsh Office. Also there was, apparently, to be no regional pharmacist in Wales since there would be no regional tier in the new administrative structure. It was recommended that information should be sought from the Welsh Office on how it was proposed to implement the Noel Hall recommendations in Wales.

Police refuse help

The Law Committee was told that in a case involving a pharmacist who had been convicted of offences under the Dangerous Drugs Act, the police had refused to give information or to permit the attendance of a police witness at the inquiry that was to be held before the Statutory Committee. The Committee felt that the failure of the police authority to co-operate, particularly in a case uniquely within the ambit of the Society, was lamentable. It was recommended that the matter be drawn to the attention of the Home Office.

At the suggestion of the president, Mr W. M. Darling, it was agreed to write to regional hospital boards pointing out that in the Council's opinion the profession of pharmacy as such (apart from any pharmacist who might represent the employers' side), should be represented on panels interviewing candidates for regional pharmacist posts.

Effect of the new samples policy

Mr K. A. Lees submitted a number of questions concerning the Society's policy on sampling of medicines (*C&D*, December 11, 1971, p870). The questions and answers were as follows:

How does Council propose to enforce its policy on sampling?

The Council cannot "enforce a policy" which depends, for its implementation, upon the actions of manufacturers. On the other hand when the Society is asked for its views on Regulations to be made under Section 66(1)(j) of the Medicines Act 1968, the policy of the Council will be made known to the Department of Health and Social Security.

What is Council's definition of the word "samples"?

No definition of the word "samples" was discussed by Council when it was considering the Practice Committee minute on the matter.

In correspondence with the Association of the British Pharmaceutical Industry, before the Practice Committee meeting, it was stated in the Society's letter that Council was considering samples in the "normally accepted meaning of the word" and not supplies of medicines made to physicians for use in bona fide, controlled, clinical trials. The ABPI gave no indication that it did not understand what Council had in mind. In the light of the discussion at the December Council meeting it was made clear in the letter subsequently sent to the ABPI that the policy statement also did not apply to supplies of medicines made available to research laboratories for analytical and other purposes. *Presumably Council's policy is that manufacturers should not make products available to medical practitioners at their specific request even though this may be in writing?*

This would appear to be the case.

... Is it not true that the BMA discussions referred solely to the carrying of medical samples by representatives and that the BMA has neither published nor communicated any comment on the principle that samples should or should not be made available by manufacturers?

The discussions in the Joint Committee covered the carrying of samples by representatives and the sending of unsolicited samples by post or other means. So far as is known, the BMA had not published any comment on the question of samples as a whole, prior to the Council's decision. It can, however, reasonably be assumed that if the BMA council decided to refer back the recommendation of the Joint Committee on samples carried by representatives and samples sent unsolicited by post or other means, it is unlikely that it would, at that time, have accepted an even wider recommendation relating to the banning of samples. The Society's Council's decision was presumably taken in

full knowledge of the BMA's likely attitude.

If the answer to the last question is "Yes" and bearing in mind the answer to a question in the House of Commons by the Under-Secretary of State, Department of Health, on medical samples, are the officers of Council now prepared to recommend to Council that the Council's attitude on the availability of samples be redebated?

Council policy is not decided by the attitude of other bodies but by the views of the majority of Council members at a particular point of time. It is not for the officers of the Society to determine whether or not the Council's decision in December, 1971, should be debated again. If a member of Council feels that this should be done, then the matter should be raised in accordance with Standing Orders.

The Ethical Committee considered an editorial feature, advertisements and an announcement which had appeared in a newspaper in connection with the opening of new pharmacy premises. The announcement had been larger than the size suggested by the Council and had referred to the dispensing of prescriptions. The superintendent pharmacist concerned had apologised for the size of the announcement and now realised that it was the responsibility of a pharmacist to check editorial matter. The Committee expressed concern at the image presented by an opening announcement of a pharmacy being made in association with advertisements for non professional goods.

Role of the NI Society in EEC

If the United Kingdom joins the European Economic Community, it might be possible for the Pharmaceutical Society of Northern Ireland to become a member of the Pharmacy Group of EEC, said Mr W. T. Hunter, president of the PSNI Council, at its December meeting in Belfast.

After discussion, it was agreed that an application for membership of the group be made immediately.

The president extended a warm welcome to Mr T. M. Glass and Mr Wm. C. Magee who were attending their first meeting since being co-opted to the Council.

It was reported that a meeting with representatives of the Department of Health and Social Security to discuss proposals for limitation of contracts and rationalisation of the pharmaceutical services had provisionally been arranged for Wednesday, January 5, at Dundonald House. It was agreed that the profession be represented by the president, vice-president, Messrs Eakin, Kerr and the secretary.

It was also reported that Wednesday, January 12, had been suggested as

a possible date for the representatives of the Council, Ulster Chemists' Association and Local Pharmaceutical Committee to meet officials of the Ministry of Health and Social Security to discuss proposals submitted jointly by the three bodies on the Consultative Document on the restructuring of the personal health and personal social services in Northern Ireland.

FIP fees change

A letter from the Department of Health and Social Security was received enclosing a further draft of the proposed Agreement and Financial Arrangements regarding pharmacies in health centres. It was agreed that the new draft be referred to the joint committee which had been dealing with the proposed agreement.

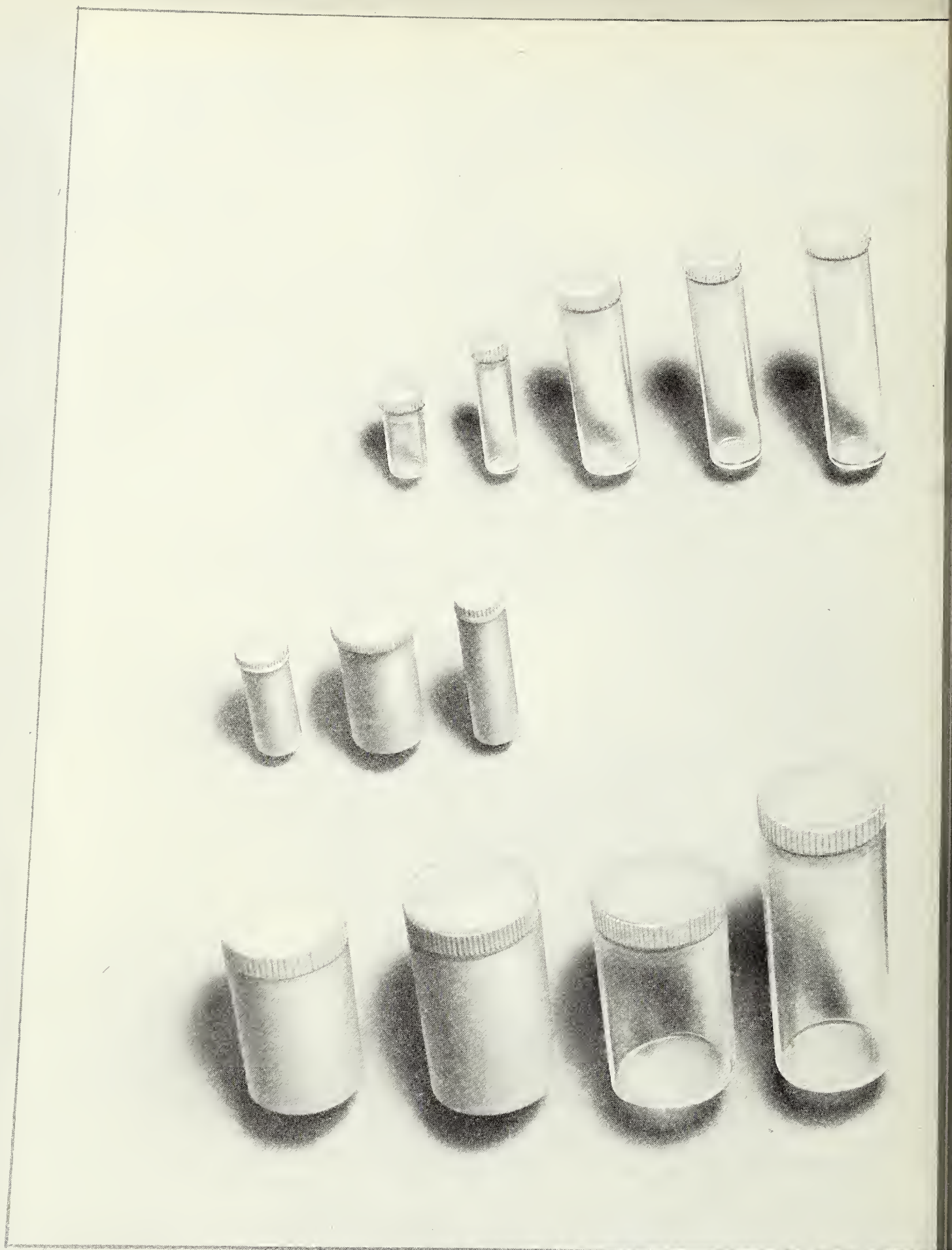
A letter from the General Secretary of the International Pharmaceutical Federation was read stating that a new scale of membership fees had been adopted by the Council to apply from January 1, 1972. It was agreed to accept the new scale. Notification was received that the 24th General Assembly and 32nd International Congress of Pharmaceutical Sciences of FIP would be held in Lisbon, September 4-9, 1972.

It was agreed to make a grant of £50 to the Society of Pharmaceutical Students to help defray the expenses of a number of students visiting pharmaceutical manufacturing companies in Great Britain during the Easter vacation, 1972. Professor P. F. D'Arcy said he felt there would be considerable benefit to the students' education in such a visit and there was little or no pharmaceutical industry in Northern Ireland. Some financial help might be received from the University but would in no way cover the expense.

Reports from the Law and Finance Committees were adopted. In the former it was recommended that the Society's by-laws should be reviewed and that the General Purposes Committee should consider the methods adopted in the past for dealing with certain aspects of the Council's work.

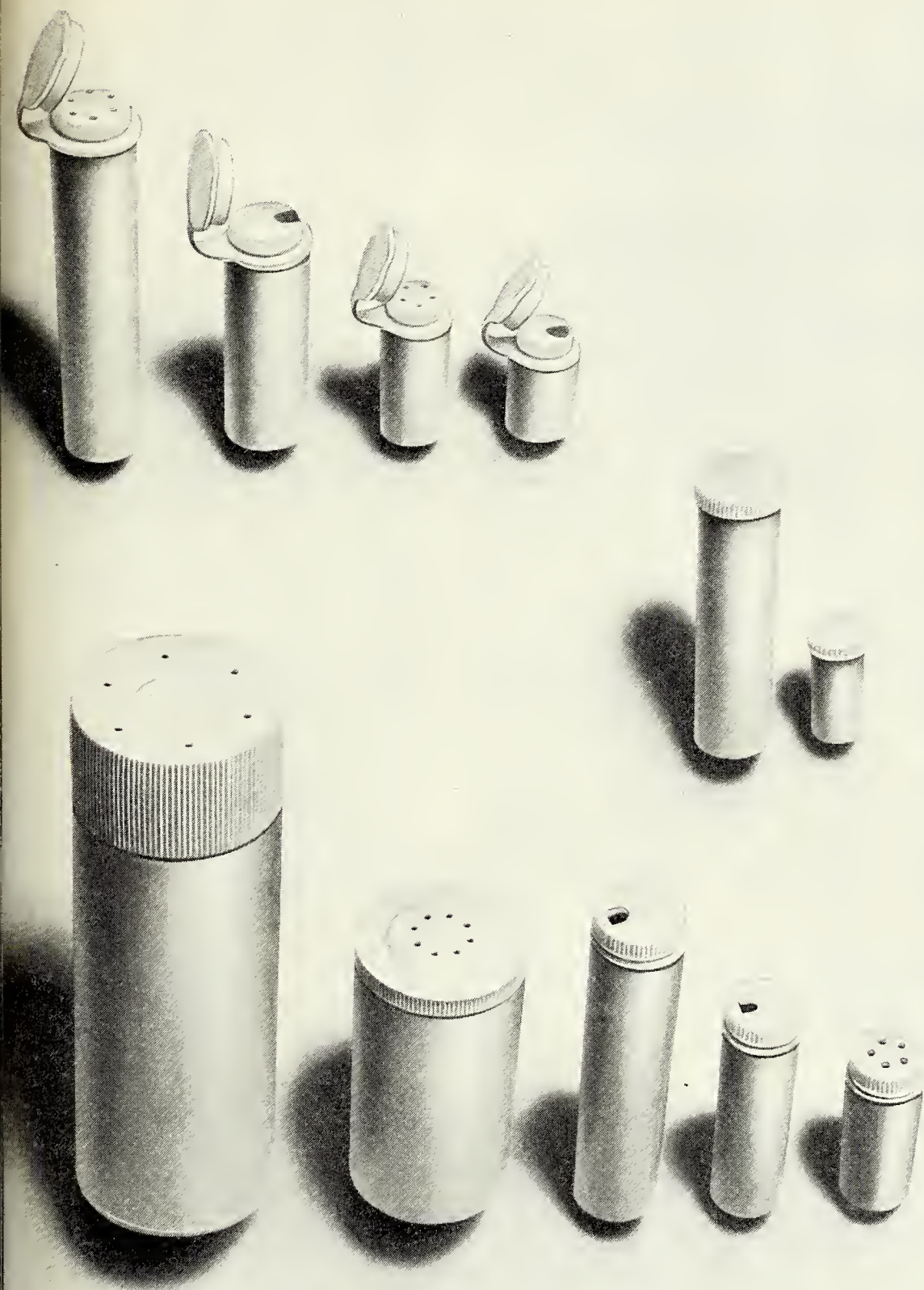
The secretary reported that almost 120 members had replied to the circular asking which evening would be most suitable for the course of lectures on "The Pharmacology of Drugs in Common Clinical Use" which Professor D'Arcy had offered to give early in 1972. Very few favoured the course of four weeks duration with lectures on Monday and Wednesday evenings. The majority preferred the course of eight weeks duration with a lecture on each Wednesday evening. It was agreed to hold the lectures on eight successive Wednesdays commencing January 19 in the Medical Biology Centre, the Queen's University of Belfast, Lisburn Road, Belfast the course fee being £2 per member.

Professor D'Arcy said he proposed to speak on the following subjects: Drugs acting on the autonomic nervous system; drugs acting on the central nervous system; analgesics, antipyretics and antirheumatics; diuretics; drugs acting on the cardio-vascular system; antitussives, expectorants and bronchodilators; antibiotics and anti-infective agents; steroid hormones and their synthetic analogues.



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MB54-43

Industry Act: new rules on contracts of employment

by Ewan Mitchell

Every pharmacist works under a "contract of employment"—and if this is not originally made in writing, the Contracts of Employment Act, 1963, provides that the main terms must be set out in written particulars supplied not more than 13 weeks after the employment begins. Equally, every employee in the trade is liable to be dismissed, upon receipt of proper notice—which must not be less than the minimum periods laid down by that Act.

The rules on written particulars—and on minimum periods of notice—have been substantially altered by the Industrial Relations Act. Here is a guide to the new rules, as the pharmacist will need to know them, together with a brief guide to some of the new courts that will soon become an important part of the industrial world.

Every employee was, is and will remain entitled to notice on the following basis:

- ☐ Such period as was agreed with his employer;
- ☐ In the absence of agreement, then "reasonable notice"—that is, such period

as is "reasonable", having regard to his status, responsibilities, the basis of his payment; and in any event, not less than the statutory minimum.

The minimum periods of notice laid down by the Contracts of Employment Act, 1963, are:

- ☐ Up to six months employment, no minimum;
- ☐ From six months to two years, seven days;
- ☐ Over two years and up to five years, 14 days; and
- ☐ Over five years, 28 days.

Periods of notice

Under the new Act, the seven day minimum will commence after 13 weeks' employment; after 10 years' employment, the minimum will be six weeks' notice or pay in lieu; and after 15 years' continuous employment, the employee can be assured of at least eight weeks.

Section 4 of the Contracts of Employment Act requires every employee who does not receive a written contract of em-

ployment in the first place to be given written particulars of its main terms, within 13 weeks of the commencement of the employment.

In addition to the details which must at present be given, the Act adds four items:

- ☐ "Entitlement to holidays, including public holidays, and holiday pay (the particulars given being sufficient to enable the employee's entitlement, including any entitlement to accrued holiday pay on the termination of employment to be precisely calculated)."

At present, there are far too many arguments, when an employee leaves, as to whether he is entitled to accrued holiday pay on a *pro rata* basis, or to no such pay until he has completed a year of service. Details of calculation will have to be given in future.

- ☐ "The employee's rights" in respect of "trade union membership including where an agency shop agreement is in force which applies to him, the effect of that agreement on those rights." (Briefly, an "agency shop" is a post-entry closed shop—an arrangement under which employees have to join a union or unions—or pay the appropriate contribution to the union or to a charity).

- ☐ "Specifying a person by description or otherwise to whom the employee can apply for the purpose of seeking redress of any grievance relating to his employment, and the manner in which any such application should be made."

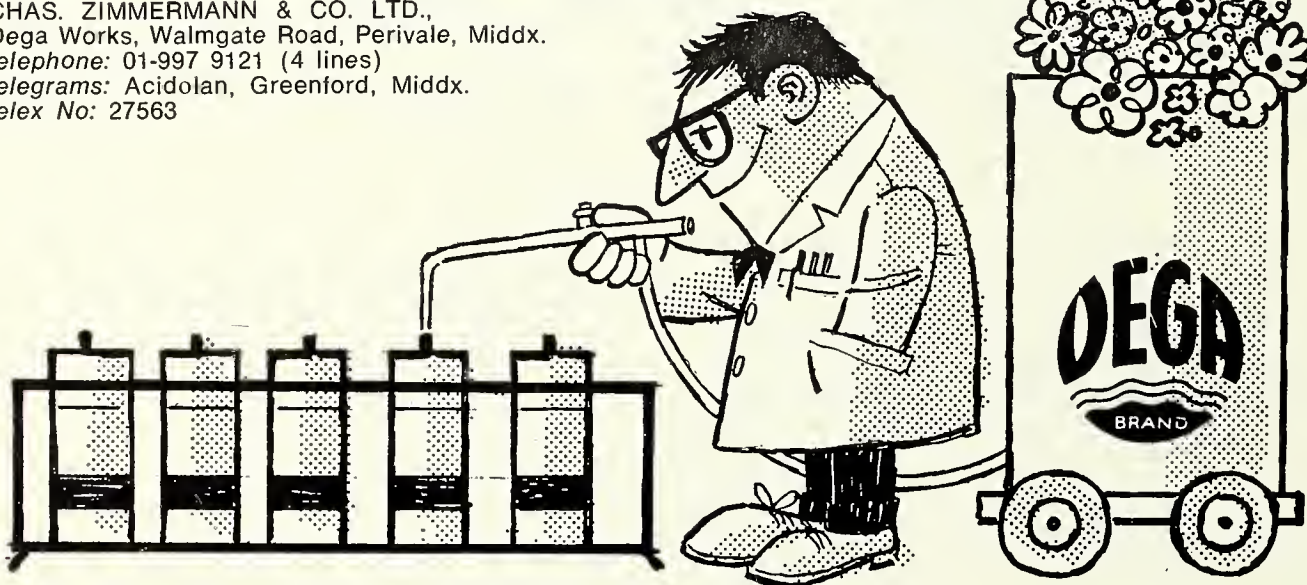
You could say: "See the manager"—or you could name the individual concerned. The employee must know to whom he can turn in time of grievance.

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□ Either explaining "the steps consequent" upon any such grievance procedure, or "referring to a document which is reasonably accessible to the employee and which explains those steps."

Grievance procedure may be in a separate document. By implication, in my view, the other particulars should be set out in the document actually supplied to the employee.

Industrial tribunals

The Industrial Tribunals are those familiar bodies which up to now have dealt mainly with disputed claims to redundancy pay. They are being increased in number and will have sole jurisdiction over claims for compensation for unfair dismissal, and also in disputes over whether an employee has been deprived of his right to join a trade union of his choice—or not to join one.

Each Tribunal will (as before) consist of three members.

The industrial court

The Industrial Relations Court is presided over by a judge with High Court status, assisted by "other members". It will deal with all "unfair industrial practices" not coped with by the Tribunals. These will include such matters as disputes over agency shops, "bargaining units", "cooling off periods", grievance procedures, strike ballots and appeals from Industrial Tribunals.

In many cases (including those involving ballots), the Court will refer matters to a new body called the "Commission

on Industrial Relations". The Commission's job will be to review and to report. The Court will be responsible for making the orders.

All companies or partnerships in any branch of trade which employ more than 350 people (whether at the same or at different places) will have to issue annual statements to all employees who work an average of 21 hours a week or more, setting out such information as Regulations will require.

More important, if you bargain with a trade union, then you will have to provide a good deal of information to enable that union to be on a much more equal basis with you than is the case at the moment.

There are exceptions. You are not bound to disclose confidential information or information which would be "seriously prejudicial" to your business, for reasons other than its effect on collective bargaining. Watch out for arguments over what is or is not "confidential" or "prejudicial".

Industry Act courses

Business Intelligence Services, 79 Blackfriars Road, London SE1 (Telephone: 01-928 9511) are arranging a series of one- and two-day public and in-company courses on the Industrial Relations Act. Details may be obtained from Miss Yvonne Johnson at Business Intelligence Services. The courses will be conducted by Ewan Mitchell.

BUSINESS Q & A

I understand that a directors' report must now show the shares in which a director is interested. I am a director of a company which owns a number of chemists shops. So is my wife. We are also both trustees of a trust for the children of my late brother, and the trust owns 1,000 £1 shares on which a dividend is paid. Do I have to include these shares as shares in which I am interested? If the answer is "yes" what about my wife? Does she have to include them?

Both your wife and yourself must include the same shares among your interests. Section 28(2) of the Companies' Act 1967 states that persons interested under a trust shall be deemed to be interested in the shares comprised in that trust, and subsection (5) says that persons having a joint interest shall be deemed each to have that interest.

Can a minor be a director of a company?

There would seem to be no technical reason why a minor cannot be a director but this may not be advisable. Although a minor may be a shareholder, however, he cannot compel a company to register him in the Register of Members. This could give rise to difficulty if, for purposes of holding qualifying shares, he had to be registered as a shareholder.

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LETTERS

Rural hardship

Whilst appreciating the concern expressed by Mr D. H. Maddock for those pharmacists in distress due to the loss of dispensing by the setting up of health centres, I do feel that it is a pity that similar concern has never been expressed for rural pharmacists who have been affected in exactly the same way by the advent of dispensing doctors.

May I suggest that if Mr Maddock's commendable scheme is implemented its scope might be widened to include rural pharmacists.

R. M. Hall
Huntingdon

On-call madness

With reference to your articles "On-call rota service" and "Armed drug raids in Australia" (January 8, p 30) any pharmacist who sanctions an on-call scheme without full police protection at each call must be mad.

What an opportunity for a gang of thugs waiting in a car for a pharmacy to be opened, single handed, on their request for a prescription to be dispensed. Door opened, DDA keys at hand, few people about. Couldn't be easier!

Please Mr Blum, think again.

T. W. Shipstone
Sheffield

Nitrimidazine

We have read with interest the article by Mr B. C. Bryant "Advances in Therapy" (December 4, 1971), and would like to comment on the statements made about the substance known as nitrimidazine.

Mr Bryant states that a number of nitroimidazole derivatives have activity against trichomonads, but to obtain best effect the drug must be in an active form when excreted in the urine, and that the established drug metronidazole is excreted to about 50 per cent in the urine as inactive metabolites.

In the research laboratories of May & Baker Ltd it has been shown that not more than 30 per cent of the ingested dose of metronidazole is excreted in an inactive form but clinically this is unimportant because cure rates well in excess of 90 per cent are obtainable from a standard course of metronidazole 200mg three times a day. Where the possibility of re-infection from the male can be completely eliminated, metronidazole will give a 100 per cent cure rate (Keighley, *Brit Med J* 196, 1962, 2, 93).

As far as we are aware there is no evidence whatsoever to support that the higher urinary levels obtained with nitrimidazine provide a more intense action which would be helpful to patients unresponsive to metronidazole.

Failure to respond to metronidazole is due either to failure to take the drug as

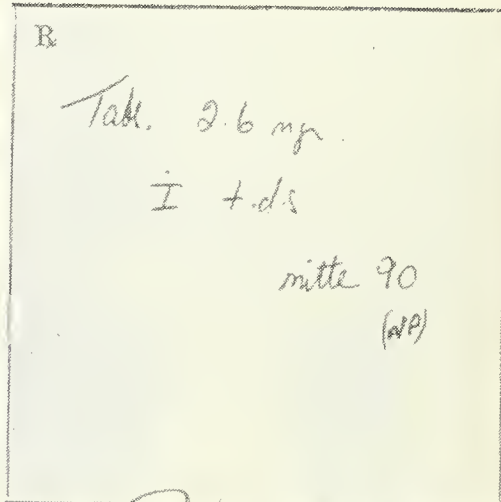
prescribed, re-infection from the male, inability to absorb the drug from the gastro-intestinal tract or inhibition of its trichomonocidal activity by abnormal vaginal bacteria. These causes of failure apply equally to nitrimidazine. The paper by Evans and Caterall (*Brit Med J* 1971, 4, 146) has fully demonstrated that nitrimidazine when used in the manufacturers recommended dosage is not an adequate alternative to metronidazole because it gave a cure rate of only 68 per cent compared with a metronidazole cure rate of 89 per cent. The authors of this report state that, "Metronidazole approaches the therapeutic ideal in ease of administration, freedom from unwanted effects and high cure rate".

C. R. Day,
medical information division,
Pharmaceutical Specialities,
(May & Baker) Ltd.

'NP' poser

A Kent pharmacist seeks advice on an appropriate "NP" endorsement as demanded for the prescription reproduced below.

C&D staff can't even agree on the size of the label!



Packaging

Systems to cut operating costs

Thames Case Ltd, Purfleet, Essex, have announced a considerable expansion in the company's packaging systems capability. Packaging systems, a specialised section, applies engineering know-how to fibreboard packaging through a range of machinery and systems, several of them custom-built to overcome specific problems. Principle of packaging systems is to keep down operating costs when fibreboard packaging is being used, particularly during the physical process of packing goods into cases.

New machines developed into packaging systems range are the Formpaker, a semi-automatic pack forming and taping machine; Wrappaker, a fully automatic machine with "turnover" feature for powdered and granulated products; Flatway, general purpose casing and taping machine; and Collapaker, semi-automatic blank former.

MARKET NEWS

Mercury salts easier

London, January 12: Mercury salts were reduced by varying amounts during the week. Examples are the perchloride, now at £3.60 kg against £4 previously, and the subchloride at £4.55 kg (£5.10).

In crude drugs demand was patchy and price movement somewhat limited. A parcel of cascara is now landing, the market having been bare for some time. More stocks of liquorice root from China and Russia are also landing. Pimento prices rose by £45 ton for shipment. Peru balsam continued firm.

Senna shipped from the port of Tuticorin during December 1971 included the following:

	US tons	UK tons	Europe tons
Tinnevelly leaves	61	40	—
pods	3	3	—

Due to the Indo-Pakistan war ships were cancelled for Pacific and European Continental ports during the month.

Among essential oils pennyroyal and lemon were dearer and a report from the US hints at higher prices for American peppermint because of reduced production from the 1971 crop. Almond oil is firmer.

Pharmaceutical chemicals

Alolin: 50-kg lots £9 kg.
Aminacrine hydrochloride: £33.50 kg.
Borax: BP grades, per metric ton, in paper bags delivered: granular £75, crystals £100; powder £82; extra fine powder £86. Technical grades less £20 per ton.
Caffeine: (50-kg) Anhydrous and hydrate £1.78 kg.
Calamine: BP grade £280 metric ton for 250-kg lots.
Dienoestrol: 5-kilo lots £62.50 kg.
Digoxin: Up to 25-g lots £2.60 per g.
Ferrous gluconate: £628 metric ton in 50-kg lots.
Ferrous phosphate: In kegs £0.46 kg.
Hydrogen peroxide: 35 per cent, £130 per 1,000-kg.
Ichthammol: 1,000-kg lots £0.52 kg.
Iodides: (Per kg) Potassium £2.16 (50-kg lots) £2.14 (250-kg); sodium £2.75 (50-kg).
Iron ammonium sulphate: 100-kg £205 per metric ton.
Iron and ammonium citrate: (per metric ton) granules, 50-kg lots £650 1-ton £620. Scales 50-kg £820; 1-ton £790; green £830.
Iron phosphate: £470 for metric ton 50-kg lots.
Kaolin: BP £66 per 1,000-kg in 25-kg sacks.
Mercury salts: Per kg in 50-kg lots: ammoniated powder £4.25; oxides—yellow £5 and red £5.20; perchloride £3.60; subchloride £4.55. Iodide £5.05 kg for 25-kg.
Parachloro-meta-xyleneol: 50-kg lots £0.90 kg.
Phenitane: 25-kg lots £3.93 kg.
Phenolphthalein: 250-kg lots £0.94 kg.
Sorbitol: Powder £335 metric ton for over 250 kg.
Zinc carbonate: BPC 25-kg sacks £0.26 kg.
Zinc chloride: granular 96-98% £135 metric ton.
Zinc sulphate: heptahydrate £44 metric ton.

Crude drugs

Balsams: (lb) Canada: £1.85 spot; shipment £1.80 cif. Copaiba BPC £0.50; Para £0.40. Peru: £1.25 £1.20, cif. Tolu: BP £0.70.
Cascara: £345 metric ton landing; shipment £320, cif.
Ginger: (ton) Cochin £260, cif. Jamaican No. 3 £880 February-April. Nigerian split £230; £155, cif; peeled £350 spot, £255, cif; Sierra Leone not offering.
Lemon peel: Spot £250 metric ton; £240, cif.
Liquorice root: (metric ton) Chinese £95 now arriving; £85, cif. Russian £90. Spray-dried powder £396, delivered. Block juice £431.50.
Menthol: (kg) Chinese spot £6.10; shipment £6.05, cif. Brazilian spot £5.43; Jan-Feb £4.70, cif; new crop March-April £4.50.
Pepper: (ton) Sarawak black £352.50-£355, cif as to shipment; white £525, cif.

Essential and expressed oils

Almond: Drum lots £0.60 kg.
Amber: Rectified spot £0.33 kg.
Anise: Chinese £1.43 kg spot; £1.30 cif.
Bay: Shipment £6.27 kg, cif.
Bergamot: £9.35-£11.55 kg as to grade.
Birch tar: Rectified £2.35 kg.
Bols de rose: Brazilian £1.75 kg spot; £1.65, cif.
Buchu: English distilled, £255 kg.
Cade: Spanish £0.42 kg.
Cajuput: £1.20 kg on spot.
Camphor white: Spot £0.36; £0.30 kg cif.
Cananga: Java £5 kg, cif.
Caraway: Dutch £6.50 kg; English £18 kg.
Cardamom: English distilled £45 kg; Indian £46.50.
Cassia: Chinese £2.20 kg, spot.
Cedar: Leaf £2.40 kg; wood; American £1.54.
Celery: English £27 kg; Indian £19.
Cinnamon: Ceylon leaf £1.59, cif; Seychelles leaf rectified £2.75; bark, English distilled £88.
Chinese: £1.10 spot; £0.95, cif.
Citronella: Ceylon £0.90 kg spot; £0.83, cif; Chinese £1.05 in bond; £0.95, cif.
Clove: Madagascar leaf £1.20 kg in bond; £1.08, cif. English distilled bud £17.60.
Dill: £5.75 kg spot.
Cod-liver: BP in 45-gal lots £31.50 naked.
Corlander: £9.35 kg spot.
Cubeb: English, £13 kg.
Eucalyptus: Chinese 80-85 per cent £0.62½ kg in bond £0.59, cif.
Fennel: Spanish sweet £2.09 kg.
Geranium: Bourbon £18 kg; Congo £16.50 kg. cif; Egyptian £17, cif.
Ginger: English distilled £39 kg; Indian £22.50.
Juniper: Berry £3.08 kg; wood £0.55.
Lavandin: £2.76 kg spot.
Lavender spike: In 1-metric ton lots £2.90 kg.
Lavender: French from £4.40 kg.
Lemon: Sicilian £3.66 kg as to quality.
Lemongrass: £2.60 kg spot; £1.95, cif.
Lime: West Indian £7.70 kg spot; £7.15, cif.
Mandarin: £5 kg.
Nutmeg: East Indian £4.95 kg. English distilled from West Indian £12.75; from E Indian £13.15.
Olive: £300-£305 metric ton fob Spain; spot £360-£365 long ton, duty paid.
Orange: Sweet £0.54 kg spot; bitter from £3.15.
Palmarosa: £7.85 kg spot, £6.50, cif.
Patchouli: Spot £4.25-£4.50 kg duty paid.
Pennyroyal: £2.50-£2.70 kg to arrive.
Pepper: English distilled ex black £32.50 kg.
Peppermint: (Per kg) Arvensis Chinese £2.20 spot; £2.10, cif; Brazilian £2.05 spot; Jan-Feb £1.80, cif; April-May £1.65. American piperata from £3.85.
Petitgrain: £3 kg spot; £2.90, cif.
Pine: (kg) Abietis £3.75, pumilionis £6; sylvestris £1.62.
Rosemary: Spanish £1.55 kg.
Sage: Spanish £1.85 kg spot.
Sandalwood: Mysore spot nominal. East Indian for shipment £13.40 kg, cif.
Spearmint: American £5 kg, cif; Chinese spot £3.40 kg; shipment £3.30 cif.

COMING EVENTS

Monday, January 17

Enfield Branch, Pharmaceutical Society, Postgraduate Medical Education Centre, Chase Farm hospital, Enfield, at 7.45. Mr R. Smith on "The work of the bio-chemist."
London Branch, Guild of Public Pharmacists, The auditorium, The Wellcome Building, 183 Euston Road, London NW1, at 7.30pm. Mr D. N. Crowther (Senior registrar, department of medical oncology, St Bartholomew's hospital) on "Modern cancer chemotherapy."
South-east Region, Pharmaceutical Society, Post Graduate Medical Centre, Mayday Hospital, Croydon, at 8pm. Miss M. J. Witt (Senior registrar, department of Obstetrics and Gynaecology, Bath Hospital) on "Drugs and infertility."
Stockport Branch, Pharmaceutical Society, Alma Lodge Hotel, Stockport, at 8pm. Ladies' supper evening.

Tuesday, January 18

Brighton and Hove Branch, Pharmaceutical Society, Langfords Hotel, Hove, at 7.30pm. Working dinner. Principal speaker: Mr W. M. Darling (President of the Society).
Leicester and Leicestershire Branch, Pharmaceutical Society, Postgraduate Medical Centre, Medical Centre, Leicester Royal Infirmary, 8pm. Mr Donald Law on "Antiques."
Reading Branch, Pharmaceutical Society, Southcote hotel, Reading, at 8pm. Mr D. A. John: "An artist speaks about his craft."

Wednesday, January 19

Peterborough Branch, Pharmaceutical Society, City and Counties Club, Priestgate, Peterborough, at 8pm. General meeting.
Sheffield Branch, Pharmaceutical Society, Royal Victoria Hotel, Sheffield, at 8pm. Mr P. Wigley (Publicity officer, City of Sheffield) on "Salesmanship for a city."

Thursday, January 20

Birmingham Branch, Pharmaceutical Society, Aston University, at 8pm. Professor D. G. Wiberly on "Cancer therapy" (lecture course).
Bournemouth Branch, Pharmaceutical Society, Postgraduate Medical Centre, Boscombe at 8pm. Open meeting.
Epsom and Sutton Branch, Pharmaceutical Society, Bourne Hall, Ewell, at 8pm. Mr J. S. Davison (products manager, Geigy Pharmaceuticals) on "Recent advances in the treatment of hypertension."
Portsmouth Branch, Pharmaceutical Society, Medical Centre, St Mary's hospital, Portsmouth, at 7.45pm. Mr P. Maunders (Portsmouth Parks manager) on "Gardening."

Friday, January 21

Harrow Branch, Pharmaceutical Society, Northwick Park hospital at 8.30pm. Cheese and wine party.

Advance information

University of Bath. June 5-9. Residential course on preparation of radiopharmaceuticals.

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Application forms are obtainable from the Personnel Department, North Monmouthshire Hospital Management Committee, Nevill Hall Hospital, Abergavenny, to whom they should be returned as soon as possible.

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BLACKPOOL — RETIREMENT VACANCY. Manager or Manageress required for a pleasant and modern main road pharmacy. Nicely balanced counter sales and dispensing with good supporting staff. No rota duties, no red tape and a minimum of paper work. We are a lively organisation with first class record of progress. Flat available at reasonable rent. Superannuation scheme with transfer clause. Applications to Superintendent Chemist, Lancastria Co-operative Society Ltd., Pharmacy Office, Victoria Road, Blackpool, FY1 3JS.



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Aged 25-30, he will have had at least 3 years in brand/product management in fast moving consumer products — probably in cosmetics, toiletries or the fashion trade.

The appointment is based at our head office in Nottingham and employment conditions include good profit sharing and contributory pension schemes. Assistance with relocation expenses will be given in appropriate cases.

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	8" side 90p
or £2.50 per set	10" side £1.00

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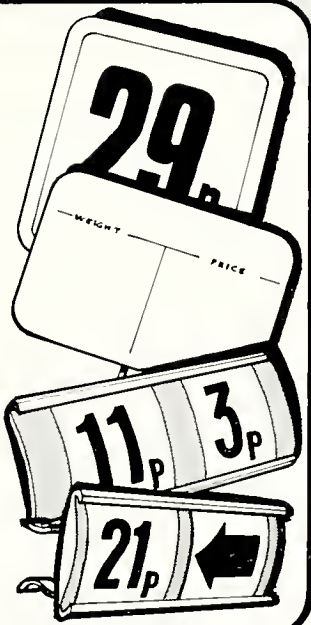
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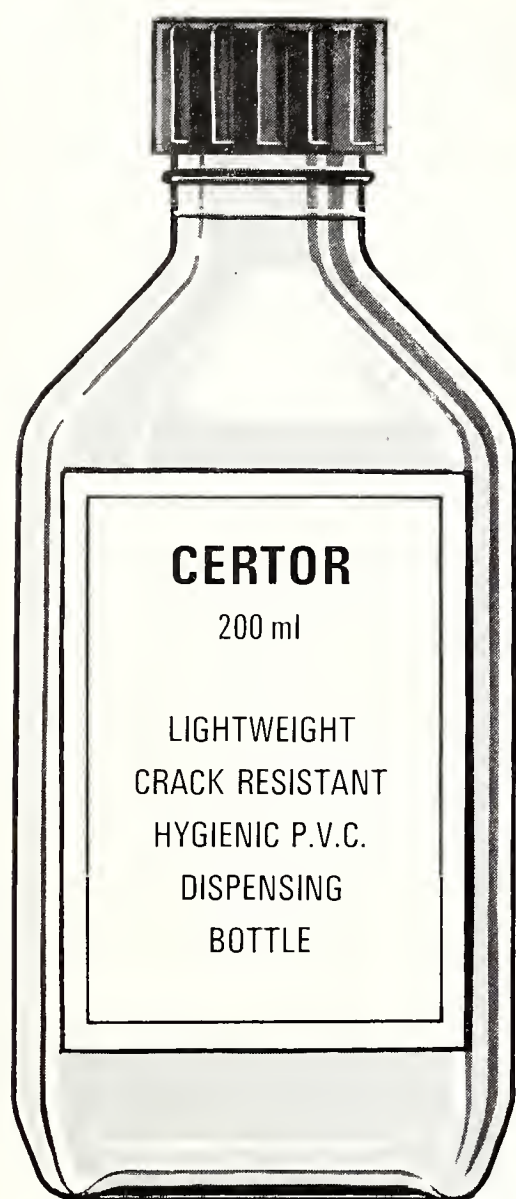
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